



Popcorn Sale - Unit Leader Evaluation

1. What is your Unit _____ and District _____?

2. Did your Unit participate in the Fall 2009 Trail's End Popcorn Sale _____?
 - 1 Yes
 - 2 No (**Please go to the Non-Selling Unit Questionnaire**)

3. How many Scouts did you have participate in the Sale versus total Scouts in your Unit?
_____ Number of Scouts participated (**Please be specific**)
_____ Total Registered Scouts in your Unit last October (**Please be specific**)

4. How many years of experience do you have as a Unit Kernel with the Popcorn Sale?
 - 1 New Kernel this past Fall Sale
 - 2 1 - 3 years experience
 - 3 3 - 5 years experience
 - 4 Over 5 years experience

5. Is your Unit planning to sell Popcorn again this Fall?
 - 1 Yes
 - 2 No

6. Will your Unit Kernel be returning for this year's Fall Popcorn Sale?
 - 1 Yes
 - 2 No

7. Did someone in your Unit attend the Council/District Popcorn Kickoff _____?
 - 1 Yes (**Please answer Question 7a**)
 - 2 No (**Please go to Question 7c**)

- 7a. Overall, how satisfied were you with the quality of the Popcorn Kickoff?
Would you say you were...
 - 1 Very Dissatisfied
 - 2 Dissatisfied
 - 3 Neither Dissatisfied nor Satisfied
 - 4 Somewhat Satisfied
 - 5 Very Satisfied

- 7b. How could the Council/District Popcorn Kickoff be improved? _____

12. Do you share the revenue from the Popcorn Sale with your families?

- 1 Yes (Please answer Question 12a)
- 2 No (Please go to Question 13)

12a. Can you please describe how the revenue sharing process works?

13. Did you have a Unit-Level Incentive Program on top of the Trail's End and Council Prizes?

- 1 Yes (Please answer Question 13a)
- 2 No (Please go to Question 14)

13a. Can you please describe your Incentive Program? _____

14. Did your Unit hold a Blitz Day to get several Scouts out to canvas neighborhoods?

- 1 Yes
- 2 No

15. (For Packs only) How many of your Webelos Scouts that sold popcorn will be transitioning over to Boy Scout Troops?

_____ Number of Webelos Scouts (Please be specific)

16. What additional tools can the Council or Trail's End can provide to help motivate your Scout families, make the Popcorn Sale more streamlined for you and grow your sale?

Thank you for your time!

*** Council Leaders – Please include the following questions for Champion Unit Surveys only ***

17. What do you feel were your biggest keys to a successful Popcorn Sale?

18. We would like to share your Unit's success with other Units in the District and Council. Would you be willing to share your testimonial at any of the following?

- Upcoming Roundtables
- Council/District Program Kickoffs
- Summer and Day Camps
- Fall Popcorn Kickoffs

19. Would you be willing to serve in any of the following roles to help us continue to build a positive culture with the Popcorn Sale in our Council?

- Be a mentor to one other Unit with great potential in the Popcorn Sale
- Be a District or Council Volunteer

19a. If yes, what is the best way to contact you?

E-mail _____
Phone _____

Thank you for your time!