

# Helping Keep America Clean & Green Spring Fundraiser

---



## WasteZero & Longhorn Council, Boy Scouts of America join forces to help clean up our communities and support local scouts with trash bag sales

For 2018 the council has formed a partnership with leading trash bag manufacturer Waste Zero to create a fundraiser for our local scouts and scout units to replace the old camp card campaign. Participating Packs, Troops and Crews will receive 35% commission on their sales.





The campaign will sell Waste Zero trash bags in three sizes: 13 gallon Tall Kitchen Bags, 30 gallon Large Trash Bags, and 41 gallon Contractor Bags. The high-quality bags feature drawstrings and contain 50% recycled content. All bags are proudly made in the USA.

We are excited for the trash bag sales because unlike popcorn or even camp cards, everyone uses and needs trash bags. Selling a product that everyone needs makes it harder for prospective customers to say no. In addition to this the trash bags can be used for kick off events such as district or unit sponsored service projects to pick up trash at local parks,







schools and charter organizations. [Where the community can see Scouts making a difference, the community will support the Scouts!](#)

There are two elements to the campaign, a smaller Show and Sell run for units who want to hit the ground running, and a larger Take Order focus. There will also be a text to buy option for Take Order. Customers can order by texting the word "Scout" to 41411. It will be a short and intense campaign so you can raise needed funds for your unit in order to go to camp and put on a quality program. We want to keep it brief and focused so you can do it and then get back to scouting with some extra funds in hand!

## **Show & Sell**

-  Show & Sell will be the first phase of the campaign and it kicks off March 1<sup>st</sup> 2018
-  We will distribute bags for you to do Show N Sell at stores or door Fronts as quickly as possible.
-  There will NOT returns for unsold bags, please order accordingly
-  Show & Sell orders will be picked up on a special pick up day, or be handed out at March Roundtables depending on your District

## **Take Order**

-  Take Order will be the second and major phase of the campaign and kicks off March at Roundtables.
-  Units will receive Take Order Forms at March Roundtables
-  There will be a Text to Buy Option like we had with Popcorn Sales, customers can also pay with Cash or Check (Text to Buy by sending "Scout" to 41411)
-  Take Order Forms will be due **April 13<sup>th</sup> 2018**, you can turn them in at April Roundtable or send directly to Kathy McLean
-  Take Order Product Pickup will be at May Roundtables, or a special pick up date depending on your District
-  At Product pickup, units will pay their balance and receive their check from their share of Text to Buy Funds



## **FAMILY AND FRIENDS**



**We highly recommend all units try this, even if you are doing other fundraisers such as Camp cards or other products!...**



**Everyone buys Bags this month, and next month, and on. So does your parents, So do their extended families, So do your Friends. Ask them to buy their NEXT MONTH's bags from you.**



**There is no organizing tables at the stores'; No walking the neighborhoods; but everyone can benefit!**



**See the One Week plan later in this document or go to [www.scoutfund.net](http://www.scoutfund.net) and download the One Week plan. Surely you can do one week to have every youth member raise \$225 to \$300. Just think what that will do to help pay for Cub Day Camp, Scout Camp, Equipment. Each family can pay their own way!**



**And, because there is no sales tax, the effective premium over local stores is only 12%. Very affordable to help your Scouting youth.**

### **Leader's Guide to Trash Bag Sales**

This section is meant to help you, the brave unit leader have an awesome sales campaign for your scouts and your unit. Participating Packs, Troops and Crews will receive 35% commission on their sales. First, a price breakdown on the bags.



**The Tall Kitchen Bags are 13 gallons and are sold in 50 Bag packages for \$15.**



**The Large Trash Bags are 30 gallons and are sold in 30 Bag packages for \$15.**



**The Contractor Bags are 41 gallons and are sold in 16 bag packages for \$20.**

There are many great opportunities for selling trash bags; from neighbors and friends to businesses and even your unit's charter organization. A great way for a unit to give back to their charter org is to schedule a trash pickup and then use that opportunity to sell trash

bags to the charter org so they can help support the units even further. Local businesses friendly to the scouts or ones that your families have a personal connection to are also a great opportunity for additional sales.



**Text to Buy:** The text to buy feature will work by sending the word “scout” to 41411.

We will have a 1 Week Pace Setter Campaign similar to what we had for Popcorn last fall. The Pace Setter campaign will run for one full week in March or April.

**Day 1:** scouts sell trash bags to Mom and Dad at Home

**Day 2:** scouts sell to neighbors on both sides of his house and to the two neighbors across the street

**Day 3:** scouts rest and reflect on the skills there are developing with their salesmanship and see if they can be applied to any pin or merit badge they can work on

**Day 4:** Mom takes the order form to her workplace

**Day 5:** Dad takes the order form to his workplace

### **INCENTIVES**



**Filler UP:** Sell a customer for each line on the order form, scout receives a small lock back pocket knife



**\$500 in Sales:** Scout receives a larger Boy Scout knife



**\$1,000 in Sales:** Scout receives a 1 liter CamelBak backpack



Send us a copy of the order form by April 13 as final orders are due and prizes will be distributed at the May Roundtables.

We hope you are excited for this new fundraising opportunity to help our scouts and our communities. By selling these trash bags your scouts will gain confidence and public speaking abilities, they will help fund their way to camp this summer and fund the unit. They will keep scouting in the public eye as a great organization developing tomorrow’s leaders. Everyone who takes part will truly help keep America clean and green this spring. For more information or to sign up please visit [www.scoutfund.net](http://www.scoutfund.net).



