

# Jerky Sales Guide



<https://www.trappertrails.org/jerky>



## Jerky Timeline

- February 20 – Kick-off meeting
- February 21 – Show & Sell Order due
- February 21 – Take Order Sale begins
- March 11 – Show & Sell distribution
- March 12 – Show & Sell begins
- May 20 – Take Order forms due
- May 20 – Unsold jerky due (only unopened boxes will be accepted)
  - Jerky your unit will not sell is due to council. Any jerky remaining with a unit after this date is now owned by the unit and cannot be returned to the Trapper Trails Council.
- June 8 – Take Order distribution
- June 15 – Payment due to Council
  - If a unit is late making their payment, the unit is subject to a 2% fee of the amount sold per week until paid in full.

## Ways to sell jerky

### Show & Sell

- Send your order via email or text message to McKay Allen [mckay.allen@scouting.org](mailto:mckay.allen@scouting.org) or 801.425.9193
- Scouts sell product at a location or event, such as a store front, community event, or door to door sales.

### Take Order

- Scouts go door to door and take orders using a pre-printed jerky order form.
- Orders are submitted via email or text message to McKay Allen [mckay.allen@scouting.org](mailto:mckay.allen@scouting.org) or 801.425.9193 by due date listed above. Be sure each Scout keeps a copy of his order list so he can deliver the jerky when he gets it.
- Product is picked up by the unit on date listed above. Scout then delivers product to customers.
- Tip: Use your order forms from previous year to ask repeat customers.

## Unit Commission

- Base Rate: 33%

## Other Resources

- Visit <https://www.trappertrails.org/jerky> to download the following items
  - *Unit Product Goal Sale Calculator* – this spreadsheet will help your unit determine the amount of jerky needed to sale.
  - Check out the *Jerky Prize Catalog* to see prizes for each selling level.
  - *Storefront Guide* – learn how to sell jerky in front of your local store
  - *Unit Kick-off* – get a head start on preparing your unit for jerky sales