

# POPCORN & BURGERS' SMOKEHOUSE

## PRODUCT SALE

## KEY DATES

### Training Dates

July 8	Unit Kernel Sales Training Five Rivers Roundtable - <a href="#">Zoom</a>
July 10	Early Selling Units - <a href="#">Zoom</a>
July 31	Unit Kernel Sales Training - Osage Trails Roundtable
Aug 2	Unit Kernel Sales Training - Scouting Adventure Center
Aug 12	Unit Kernel Sales Training - Black Diamond Roundtable
Aug 14	Unit Kernel Sales Training - Grand Prairie Roundtable
Aug 26	Unit Kernel Sales Training - <a href="#">Zoom</a>

### Learning Sessions

Aug 5 & 24	Unit Level Assistance & Rookie Kernels
7PM	Incentives, Fun Ideas, Kick-off Planning
8PM	1 <sup>st</sup> & 2 <sup>nd</sup> Year Kernels "Getting Started"
Aug 6 & 25	Square
7PM	First-time Setup & Training
8PM	Returning Users Inventory Training
Aug 7 & 26	Trail's End App & Storefronts
7PM	Non-Trail's End Storefronts/City Storefronts
8PM	Non-Trail's End Storefronts/Rural Storefronts

### Training Dates

July 1	Online Sales Begin
July 22	Storefront Claiming
July 24	Early Bird Order Due Date
Aug 7	Early Bird Pick-up
Sept 5	Initial Order Due Date (Show & Deliver)
Sept 19/20	Initial Order Pick-up (Show & Deliver)
Nov 1	Returns & Swap Meet
Nov 3	Final Order Due Date
Nov 14/15	Final Order Pickup
Nov 14	Incentives & Awards Reports Due
Dec 2	Payment Due

### Kernel Breakouts

#### Sept 7 - Dec 7 (Every Other Sunday)

Kernel breakouts are ZOOM sessions for Kernels with similar experience to exchange ideas, seek advice, and support each other. Attendees can drop in for a few questions or stay for the whole session. These smaller gatherings allow for personalized interaction.

7PM - Veteran Sessions (Kernels in their 3rd year or more)

8PM - Rookie Sessions (Kernels in their 1st or 2nd year)

9PM - Late Night Edition - Veterans & Rookies