

Accepting Mobile Payments for Popcorn

Today's available technology allows your scouts to accept "mobile payments" via credit card on a phone or tablet device. Various companies will provide a free card reader that attaches to the device so that a credit card can be swiped, as well as free software to manage the payment process. You may find this as a great method to capture more sales to support your unit's program.

Why Offer a Mobile Payment Option?

- Much fewer individuals carry cash or checkbooks with them
- Increases point of sale success at Show and Deliver or Show and Sell venues
- Eliminates need to handle cash and checks for Scouts, Parents, Leaders
- Some mobile systems allow ongoing communication with customers

How to Implement Mobile Payment Options

- Choose a Provider: Square, Intuit, PayPal
 - Most offer the same amenities including a free reader, no monthly fees, work with most devices, and email receipts directly to customers
 - Each charges a 2.7-2.75% transaction fee on each card swipe
- Request a reader and create an account with chosen provider
- Connect a **UNIT** checking account to your new Mobile Payment account
 - Do not allow individuals to utilize their personal accounts to accept popcorn fees. It is far too difficult to have oversight over the funds received in that situation.
- Install readers and software on individual devices
- Orient and train Scouts, Leaders, Parents on how to accept mobile payments

Important Notes

- Going forward, mobile payments will play a key part in the success of the popcorn sale as individuals become more and more accustomed to this type of transaction. The ability to capture sales that may otherwise be missed will outweigh the associated transaction fees.
- You may want to train Scouts and Parents to encourage cash or check payments before offering the credit card option so that it is only used when needed.
- The per swipe transaction fee is the responsibility of the unit to pay
 - You may not increase the retail price of the popcorn to account for the fees
 - The Council is not responsible for fees incurred to the unit from mobile payments
- Scouts equipped to accept mobile payments should have a trained parent or leader with them when accepting those payments to ensure proper handling of customers' credit card information.