

**POPCORN SALE 2017**  
**Popcorn Rules and Incentives for Units**



**Unit Commissions:**

Provided that the Unit meets the minimum requirements to participate in the annual popcorn sale, the Unit will be given a **30%** commission on the Unit's sale. The minimum requirements are as follows:

- Have a successful Kick-off. Kick-off Training will be held on August 31st in Fairbanks and August 30th in Delta.
- Begin the sale right away! You will get everything you need to begin your sale at the Kick-off so plan your own kick-off as soon as possible. If you set your kick-off for September 1st your kids would have 6 weekends to sell!
- Turn in Unit popcorn orders by 3pm, Friday, October 13, via the Trail's End website at <http://sell.trails-end.com>.
- Fax (452-1977) or email [tasmine.bennett@Scouting.org](mailto:tasmine.bennett@Scouting.org) all your prize order forms by 3:00 PM, Friday, October 14. This includes: Scout Bucks, \$250 Club Prize, \$750 Club Prize, \$1,000 Club Party, \$1,500 Club Prize and the \$2,500 Club Scholarship form. You will enter your Trails End patch and segments online with your order.
- Pick up your popcorn and prizes! The target date is late afternoon on November 3 and early on November 4. We'll let you know as soon as we do. When you pick up your popcorn you will also write us a pre-dated popcorn check (minus your commission) and we will cash it on November 27. Encourage your Scouts to have all their popcorn delivered before Thanksgiving.

**PLEASE NOTE:**

If your unit pays 1 to 30 days late, your unit will only be eligible for a 20% commission. If your Unit's payment is 31 to 60 days late, your Unit will only be eligible for a 10% commission. If your Unit's payment is over 60 days late, you will not be eligible for a commission but you will still have the obligation to pay.

**Bonus Commission 2.75%:**

Your Unit can earn a bonus commission of 2.75% of your sale if you complete the following:

- Register to sell popcorn, login to the system and complete the Popcorn University Training before kickoff.
- Complete a Unit Budget and Calendar covering now through Aug 31, 2018 and turn it in during popcorn kickoff.
- Attend the Council Kickoff and have a Unit kick-off of your own! Turn in Pictures of your Unit's Kickoff by October 13 along with your Unit order.
- Use the online program and enter all your Scouts and their sales.

