

POPCORN SALE 2016
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 September 1st in Fairbanks and August 31st in Delta. Other Kick-offs are being planned for Barrow and Nenana/Anderson/Denali.
- 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 2nd your kids would have 6 weekends to sell!
- Turn in Unit popcorn orders by 3pm, Friday, October 14, via the Trail's End website at <http://sell.trails-end.com>.
- Fax (452-1977) or email tasmine.bennett@Scouting.org all your prize order forms by 3:00 PM, Friday, October 14. This includes: Scout Bucks, patches, \$250 Club Prize, \$750 Club Prize, \$1,000 Club Party, \$1,500 Club Prize and the \$2,500 Club Scholarship form.
- Pick up your popcorn and prizes! The target date is late afternoon on November 4 and early on November 5th. 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 28th. 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:

- Attend the Council Kickoff and have a Unit kick-off of your own!
- Complete a Unit Budget and Calendar covering now through Aug 31, 2017!
- Use the online program and enter all your Scouts and their sales.

Turn in a picture, video or display of your of your kickoff and your Unit Budget and calendar by 10/14/2016 in order to receive your Bonus Commission!

