

POPCORN SALE 2018
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 30 in Fairbanks and August 29 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 August 31, your kids would have 6 weekends to sell!
- Turn in unit popcorn orders by 3pm, Friday, October 12, via the Trail's End website at <http://sell.trails-end.com>.
- Fax (452-1977), email tasmine.bennett@Scouting.org or drop off all your prize order forms by 3:00 PM, Friday, October 12. This includes: Scout Bucks, club parties, full sheets for the drawing and the \$2,500 Club Scholarship form.
- Pick up your popcorn and Scout Bucks! The target date is late afternoon on November 2 and early on November 3. 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 26. 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 3%:

Your Unit can earn a bonus commission of 3% of your take order sale (It will be paid with online commission in late December/ early January) if you complete the following:

- Register to sell popcorn, login to the system and complete the Popcorn University Training that pertains to you by September 10.
- Turn in your Unit's completed Journey to Excellence paperwork with your Recharter by December 1.
- Increase your sale by 10% over last year.

