

POPCORN SALE 2019

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 29th in Fairbanks.
- 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 30, your kids would have 6 weekends to sell!
- Turn in Unit popcorn orders by 3pm, Friday, October 11, via the Trail's End website at <http://sell.trails-end.com>.
- Pick up your popcorn! The target date is late afternoon on November 1st and early on November 2. 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 25th. Encourage your Scouts to have all their popcorn delivered before Thanksgiving.

Bonus Commission 5%:

Your Unit can earn a bonus commission of up to 5% of your take order sale (It will be paid with online commission in late December/ early January) if you complete the following:

- Register your Unit to sell popcorn at the Trails End site and attend a kickoff = **1%**
The link is <https://www.trails-end.com/unit-registration?council=b81595ce-f21c-11e5-a5eb-0632e198f0a5&campaign=e45cb48d-09e2-11e9-9936-127eedb020aa>
- Use the Trails End App! This is for both Unit Leaders and Scouts and families = **2%**
The new app will track the sale and Scout rewards. Adopting the new app will make the sale easier.
- Increase your sale by 15% over last year. This includes Fall Sale and Online = **2%**

