

# UNIT COMMISSIONS

**30%** **Base Commission** – All units who sell popcorn in 2019 will receive a Base Commission of 30% of their total sales. Example: If a unit sells \$1,000 then \$300 will go back to the unit.

**BONUS COMMISSIONS** – Your unit will receive additional accumulative 2% Bonus Commissions for completion of the following requirements:

- + **2%** \* **Attend Council Popcorn Training (2%)**
- + **2%** \* **Meet Council Deadlines (2%)**  
Make all payments, prizes, forms submitted, product orders / returns on time.
- + **2%** \* **Hold a Unit Friends of Scouting (FOS) Presentation (2%)**  
The 2019 FOS Presentation must be held before October 14, 2019.
- + **2%** \* **Surpass Total 2018 Unit Sales (2%)**  
Sell more than the previous year and earn a 2% bump in commission.

= **38%** **38% Total Commission (With PRIZES)**  
The total commission a unit can earn is **38%**, if a unit qualifies for **ALL** the bonus commissions, and elects to order popcorn prizes.

+ **4%** **CASH OPTION COMMISSION** – If your unit elects not to take part in the national prize program (not order prizes), your unit will receive an additional **4%** commission. Please note, all the youth in your unit will still qualify for the council's prize incentives.

= **42%** **42% Total Commission (No PRIZES)**  
The total commission a unit can earn is **42%**, if a unit qualifies for **ALL** the bonus commissions and elects to **NOT** order popcorn prizes.

If your unit elects to do the CASH OPTION – your unit popcorn kernel **must notify the Council Popcorn Staff Advisor: Steve Godwin by Friday, October 11, 2019.**

## ONLINE COMMISSIONS

Units will receive **50%** for all online sales during the fall popcorn sale. Online sales commissions come from Trail's End by the end of January. Upon receipt, they are deposited in your unit account.

***The Grand Teton Council does not cut checks to units for the commission they earn. During the sale - Scouts and units collect the entire fee for products sold. The unit then pays their popcorn bill less their earned commission. As an example—if a unit sells \$1,000 in popcorn and qualifies for 30% commission—they would pay their popcorn bill of \$700 (70%) and keep their commission of \$300 (30%). If a unit overpays, or has more online sales than their total invoice, the overage will be put into the unit's account, or upon request, a check will be cut for the overage.***