



2019 COMMISSION LEVELS:

Units can earn up to a 40% Commission through the Popcorn Sale!

30% - base commission

3% additional commission for units that meet the established Fair Share FOS Goal by 10/7/19

3% Commission by *Preparing your Unit*: Your unit can earn up to an additional 3% (2% + 1%) in commissions by:

EARN 2% COMMISSION BY:

- SUBMITTING A PHOTO OR VIDEO OF YOUR UNIT KICKOFF TO PPC: EITHER EMAIL OR POSTED TO POPCORN FACEBOOK GROUP
- AND**
- YOUR UNIT POPCORN KERNEL:
 - A RETURNING 2019 UNIT KERNEL WHO WAS TRAINED IN 2018 ATTENDS EITHER:
 - A COMPLETE or WEBSITE or ONLINE
 - AS ALWAYS, IT IS RECOMMENDED TO ATTEND THE MICHAEL BECK WORKSHOP
 - A NEW UNIT KERNEL MUST ATTEND:
 - ONE OF THE COMPLETE TRAININGS **AND**
 - IT IS STRONGLY SUGGESTED TO ATTEND THE MICHAEL BECK WORKSHOP

EARN 1% COMMISSION BY:

- HAVING ANOTHER UNIT LEADER ATTEND EITHER THE MICHAEL BECK WORKSHOP OR A COUNCIL COMPLETE TRAINING.

4% additional commission for achieving Sales Success: (parts 1 & 2 are needed to earn the additional commission)

Part 1 - Increase your 2019 Sale:

Units with 2018 total sales over \$30,000 – can earn 4% by meeting the same sales as 2018 or experience a reduction of sales of not more than 1% of their 2018 sales

Units with 2018 total sales between \$21,000 and \$26,834 – can earn 4% by increasing their 2018 sale by 1.5%

Units with 2018 total sales between \$9,000 and \$19,000 – can earn 4% by increasing their 2018 sale by 3.0%

Units with 2018 total sales between \$6,000 and \$8,900 – can earn 4% by increasing their 2018 sale by 5.0%

Units with 2018 total sales between \$3,000 and \$5,900 – can earn 4% by increasing their 2018 sale by 8.0%

Units with 2018 total sales between \$115 and \$2,900 – can earn 4% by increasing their 2018 sale by 13.0%

AND

Part 2 - 50% payment of the retail cost of your Show and Sell order must be received no later than October 11, 2019.