



BOY SCOUTS OF AMERICA®
PATRIOTS' PATH COUNCIL



NEW!!! 2020 COMMISSION LEVELS with BONUS OPTION

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

EARN 33% BASE COMMISSION

- WE HAVE REMOVED THE FOS REQUIREMENT FOR 2020

EARN 2% TRAINING COMMISSION

- A RETURNING 2020 UNIT KERNEL WHO WAS TRAINED IN 2019 ATTENDS EITHER:
 - AN IN-PERSON SESSION or COMPLETES THE ONLINE SESSION
 - AS ALWAYS, IT IS RECOMMENDED TO ATTEND THE MICHAEL BECK OR ONE OF OUR OWN WORKSHOPS ON HOW TO GROW YOUR SALE
- A NEW UNIT KERNEL **MUST** ATTEND:
 - AN IN-PERSON SESSION **AND** THE MICHAEL BECK WORKSHOP OR ONE OF OUR OWN WORKSHOPS ON HOW TO GROW YOUR SALE

EARN 1% COMMISSION

- SUBMIT A PHOTO OR VIDEO OF YOUR UNIT KICKOFF TO PPC: EITHER EMAIL OR POST TO POPCORN FACEBOOK GROUP. A KICKOFF CAN BE A SEPARATE MEETING OR PART OF ONE THE FIRST UNIT MEETINGS; IT IS NOT A SALE.

EARN 4%

- ADDITIONAL COMMISSION FOR ACHIEVING SALES SUCCESS: (PARTS 1 AND 2 ARE NEEDED TO EARN THE ADDITIONAL COMMISSION)
- PART 1 - INCREASE YOUR 2020 SALE:
 - UNITS WITH 2019 TOTAL SALES OVER \$30,000 - CAN EARN **4%** BY MEETING THE SAME SALES AS 2019 OR EXPERIENCE REDUCTION OF SALES OF NOT MORE THAN 1% OF THEIR 2019 SALES
 - UNITS WITH 2019 TOTAL SALES OVER \$15,000 - CAN EARN **4%** BY INCREASING THEIR 2019 SALE BY 2%
 - UNITS WITH 2019 TOTAL SALES BELOW \$15,000 - CAN EARN **4%** BY INCREASING THEIR 2019 SALE BY 5%

AND

- PART 2 - 50% PAYMENT OF THE RETAIL COST OF YOUR SHOW AND SELL ORDER MUST BE RECEIVED NO LATER THAN OCTOBER 9, 2020.

BONUS FOR 2020

- WHILE DOING YOUR SHOW AND SELL, IF YOU SET UP AND PROPERLY STAFF A TABLE TO RECRUIT **NEW YOUTH INTO CUB SCOUTS OR SCOUTS BSA** YOU WILL RECEIVE A \$10 PER RECRUITING HOUR CREDIT TOWARD YOUR POPCORN BILL.

Prepared. For Life.™