



2018 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 10/8/18

Commission by *Preparing your Unit*: Your unit can earn up to an additional 3% in commissions by:

1. Submitting a photo or video to the *Camp Masters Kick Off Contest* **OR** scheduling your unit's sale kickoff and inviting your district kernel (please give at least one week notice, copy Beth.Millerporter@scouting.org on the invitation).
- AND**
2. Having your unit popcorn kernel attend a Council Popcorn Kickoff or workshop this year as follows:
 - 2% is earned when your 2018 unit kernel attends a Council Popcorn Kickoff or workshop:
 - A returning 2018 unit kernel who was trained in 2017 can attend either the Michael Beck workshop on June 14th **OR** attend one of the Council Popcorn Kickoffs.
 - A new 2018 unit kernel must attend one of the Council Popcorn Kickoffs. (It is strongly recommended that the unit kernel also attend the Michael Beck session but not required as part of the commission structure.)

1% additional is earned for **another unit leader or parent** attending the Michael Beck workshop **OR** any one of the Council Popcorn Kickoffs (the session attended does not need to be the same one attended by the unit kernel. We recommend that the unit consider sending a leader or parent that may be a future unit kernel to participate in one of these sessions.)

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

Part 1 - Increase your 2018 Sale:

If your 2017 sales were \$12,000 or higher, a 1% increase in 2018 sales will qualify

If your 2017 sales were between \$8,200 and \$11,800, a 3.5% increase in 2018 sales will qualify

If your 2017 sales were between \$5,300 and \$7,500, a 5% increase in 2018 sales will qualify

If your 2017 sales were between \$2,900 and \$5,100, an 8% increase in 2018 sales will qualify

If your 2017 sales were between \$200 and \$2,900, a 14% increase in 2018 sales will qualify

AND

Part 2 - 50% payment of the retail cost of your Show and Sell order must be received no later than October 14, 2018.