

# POPCORN SALE 2011

## 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 September 1, 2011 in Fairbanks, August 31, 2011 in Delta.
- 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 Sept 2<sup>nd</sup> your kids would have 6 weekends to sell!
- Turn in Unit popcorn orders by 5:00 PM, Wednesday, October 12, via the Trail's End website at [www.trails-end.com](http://www.trails-end.com).
- Fax (452-1977) or email ([tasmine.bennett@Scouting.org](mailto:tasmine.bennett@Scouting.org)) all your prize order forms by 5:00 PM, Monday, October 17. This includes: Scout Bucks, patches, \$600 club Zyclone, \$1500 club gift card, \$2500 club Scholarship form.
- Pick up your popcorn on Saturday, November 5 (subject to change due to shipping). Location TBA
- Pay the amount due no later than 5:00 p.m., Tuesday, November 29, 2011, to the Earl & Pat Cook Council Service Center **with one check**. Only one check or money order will be accepted per unit.

### **PLEASE NOTE:**

If your unit pays 1 to 30 days late, your unit will only be eligible for a 20% commission. If your Unit's payment is 31 to 60 days late, your Unit will only be eligible for a 10% commission. If your Unit's payment is over 60 days late, you will not be eligible for a commission but you will still have the obligation to pay.

### **Bonus Commission 2.75%**

Your Unit can earn a bonus commission of 2.75% of your sale if you complete the following:

- Attend the Council Kickoff and have a Unit kick-off of your own!
- Complete a Unit Budget and Calendar covering now through July 1, 2012!
- Have an average sale of at least \$400 per boy based on July 30 membership numbers

Turn in a picture, video or display of your kickoff and your Unit Budget and calendar by 10/17/2011 in order to receive your Bonus Commission! The Unit with the best kickoff will receive an extra \$300 commission!

