

# Council Popcorn Sale Unit Commission Program

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*The Council pays for most promotion costs, materials, and youth recognitions, in addition to fronting and shipping the product. The Council earns approximately 29% of the sale after these costs are incurred. This year's commission program is designed to help units fund their program and help youth pay for camp. It is also designed to reward those units that put extra effort into planning and executing their sale and as a result, grow their overall sale. The Council portion allows the Council to provide support to units on a year round basis such as facilities, camp, and provide insurance to youth and leaders at no cost to the unit.*

## **Base Commission**

Units that register their unit online at morainetrails.org or call the Service Center by Aug. 30, 2020 and pay all fees by December 4, 2020 earn a **base commission of 30%**. Units that pay after this date lose 5% of their commission and 10% if not paid by year end.

## **Bonus Commission**

Units can earn a **34% commission** on the total sale by completing the following requirements:

1. Register your unit as participating in the sale online at trails-end.org or call the Service Center for assistance if you need help registering by Aug. 30, 2020.
2. Attend the popcorn training meeting in August.
3. Set a unit goal to increase the unit sale by 5% or more and conduct a unit kick-off meeting to communicate the unit goal and overall program.
4. **Pay the unit Show n Sell product invoice by October 26, 2020 and Take Order sale invoice by December 4, 2020.**

## **Super Sellers Bonus**

Units earn a **37% commission** on the total sale by completing the following requirements:

1. Register your unit as participating in the trails-end.org system or call the Service Center for assistance if you need help registering by Aug. 30, 2020.
2. Attend the district popcorn online training meeting in August.
3. Set a unit goal to increase the unit sale by 20% or more and conduct a unit kick-off virtual meeting to communicate the unit goal and overall program.
4. **Pay the unit Show n Sell product invoice by October 26, 2020 and Take Order sale invoice by December 4, 2020.**
5. Increase the unit's total sale 20% over the 2019 sale. For units that sold \$10,000 or more in 2019 they need to maintain or increase their popcorn sale in 2020.

**Online selling commission is 35%.**