

2011 TRAILS' END POPCORN SALE FACT SHEET AND UNIT COMMITMENT CARD

Units earn a 30% base commission, plus an additional 5% by qualifying for bonus commission, plus select additional Prize gift Cards or an additional 5% commission for a total 35% and Prizes or a total 40% commission.

TIME TABLE

- Sign up to sell
- **Please sign up early so we can make your unit a Packet of materials.**
- Sept. 9 Deadline to Sign up to sell
- Aug 11-Sept 9 District Popcorn Training Meetings
- Sept 12 Show & Sell/Deliver orders due On Line
- **Sept 24 Popcorn Sale Starts** Please do not take orders or sell before this date
- Sept 24 Show & Sell/Deliver Pick-up
- Oct 29 Show & Sell Return and Early payment for Early commission
- Oct 31 Take Order Popcorn Orders Due
- Oct 31 Patch & Prize Orders Due On-Line
- Nov 12 Take Order Popcorn Pickup Day and Early commissions paid.
- Dec 5 Full payment due for full commission & Last day to order Patch & Prizes
- Dec 16 Last day before Total Commission drops to 20% if unit has not paid full balance
- Jan 4 Commission Checks ready with balance of base commission and all bonus

5% BONUS COMMISSION IF THE FOLLOWING REQUIREMENTS ARE MET

- Sign up to sell and attend the Popcorn Training in any District or at the Council Service Center. Please sign up as early as possible so we can have your packet of materials ready.
- Have a 10% increase in unit sales over last year with a minimum sale over \$3,000 or a total sale this year over \$18,000. First time sellers qualify with a total sale over \$3,000
- Place your Show & Sell Order on-line by Sept 12.
- Place your Take Order and Prize Order on-line by Oct 31
- Pay your bill with one check by December 5.

INCENTIVE PLAN FOR YOUTH SALESMEN

There will be a "Prize Program" again this year. **Every scout who sells will earn a patch or pin.** The boys also will be able to earn a gift card based on their level of sales or a units can choose an additional 5% commission with no prizes. All patches and prizes are ordered online.

ADDITIONAL INFORMATION

- ✓ You can sign up to sell by mail, Popcorn 2226 NW Military Hwy, San Antonio, TX. 78213-1894, by fax (210) 341-7641, or questions please call at 341-8611x 117
- ✓ Please pay with **one unit check or money order** at early payment and final payment. Do not turn in purchaser check or cash.
- ✓ Popcorn will be ordered by cases at Show & Sell and by the container for Take Order.

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UNIT COMMITMENT CARD

(Please complete one card for each unit)

District _____ Pack # _____ Troop# _____ Venturing Crew # _____ Explorer Post# _____

Estimated number of youth members after Roundup or youth sign-up. _____

Unit Popcorn Chairperson _____

Street Address _____

City/State/Zip _____

Home Phone: _____ Bus. Phone: _____ E-Mail: _____

Were you the Popcorn chairperson for this Unit last year? _____

Submaster or Scoutmaster _____ Phone _____