



ATLANTA AREA COUNCIL

BOY SCOUTS OF AMERICA

2017 Popcorn Sale Commission Structure

Units that Sold in 2016 Show and Sell / Take Order Commission Structure

30% - Base commission

1. Sell popcorn. Receive 30% commission on all Show and Sell/Take Order
 - Example: \$10,000 (Show and Sell/Take Order)
 - o $\$10,000 \times 30\% = \$3,000$ (kept by unit at time of Sale)

+ 5% - Base commission plus:

1. Attend Unit Kernel Training
2. Attend Council Kickoff
3. Pick up popcorn on time (Show and Sell 9/16/17, Take Order 11/11/17)
4. Pay popcorn balance to Atlanta Area Council by 12/7/17
 - Example: \$10,000 (Show and Sell/Take Order) + complete items 1-4
 - o $\$10,000 \times 30\% = \$3,000$ (base)
 - o $\$10,000 \times 5\% = \500 (part of the single additional commission check sent to Committee Chair by February 28)
 - $\$3,000 + \$500 = \$3,500$ Total back to Unit

15 % Growth incentive

1. Fulfill all requirements for 35% commission
2. PLUS grow sale amount over 2016 total sale (Show and Sell/Take Order)
 - Example: \$10,000 (Show and Sell/Take Order) in 2017
 - o \$8,000 (Show and Sell/Take Order in 2016)
 - o = \$2,000 growth
 - Additional 15% on growth: $\$2,000 \times 15\% = \300 (part of the single additional commission check sent to Committee Chair by February 28)
 - $30\% + 5\% + 15\% =$ maximum of 50% on growth
 - $\$3,000 + \$500 + \$300 = \$3,800$ Total back to Unit

Online Sales Commission Structure

50% Commission

1. Sell popcorn online. Receive 50% commission
 - Example: Sell \$1,000 online: $\$1,000 \times 50\% = \500 (part of the single additional commission check sent to Committee Chair by February 28)

Units that Didn't Sell in 2016 Show and Sell / Take Order Commission Structure

30% - Base commission

1. Sell popcorn. Receive 30% commission on all Show and Sell/Take Order
 - Example: \$10,000 (Show and Sell/Take Order)
 - o $\$10,000 \times 30\% = \$3,000$

+ 20% - Base commission plus:

1. Attend Unit Kernel Training
2. Attend Council Kickoff
3. Pick up popcorn on time (Show and Sell 9/16/17, Take Order 11/11/17)
4. Pay popcorn balance to Atlanta Area Council by 12/7/17
 - Example: \$10,000 (Show and Sell/Take Order) + complete items 1-4
 - o $\$10,000 \times 30\% = \$3,000$ (base)
 - o $\$10,000 \times 20\% = \$2,000$ (part of single additional commission check sent to Committee Chair by February 28)
 - Entire sale is growth over 2016 so 5% bonus + 15% growth incentive = 20%
 - Maximum of 50% Total back to Unit
 - $\$3,000 + \$2,000 = \$5,000$ Total back to Unit

Find additional popcorn information at

www.AtlantaBSA.org/Popcorn

