

Unit Commission Scale 2011

Base Commission for all Units

30%

Kernel's Choice Unit Bonus

4%

Total Unit Commission Available
to all units in sale

34%

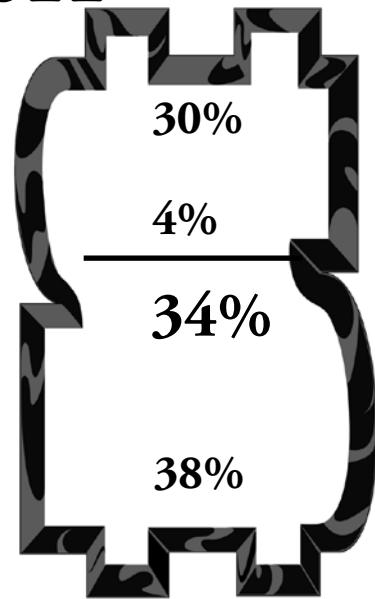
Total Commission Available for Boy

38%

Scout Troops or Venture Crews who choose a High

Adventure/Special Activity Prize Package for an additional

4% and do not take the Old Hickory Council prize package for their Scouts



Kernel's Choice Unit Bonus 4% Qualifications

- 1. Your Unit Popcorn Chairman must attend one of the three district kickoff and training sessions.** (Training session dates can be found in the Raven and on the council web site at www.oldsickorycouncil.org)
- 2. Scout names must be placed individually on your Unit Trail's End web site and product & prize orders must be placed online by midnight on Tuesday, November 1st. Boy Scout troops and Venture crews who opt for the commission over prizes program must also turn in unit prize package description before the sale starts on September 30th.** (this can include incentives for top seller, weekly sales, etc., and should include some form of Scout accounts, but the final design is up to you). Cub Scout Packs will automatically be enrolled in the Old Hickory Council Prize Package, but are encouraged to continue offering their own supplemental prize program to further encourage Scout sales.
- 3. All units must turn in their unit and youth sales goals by completing the Virtual Sale Planner (found on the Trail's End & council web sites & on your DVD) before the first day of sale on September 30th.**
- 4. All units must conduct a unit popcorn kickoff with their Scouts and Scout parents.** For packs that means hold it at your September pack meeting, and for troops it means hold it at a Court of Honor or special meeting in late September.
- 5. Units must have at least one adult (usually Unit Popcorn Chairman) who has created an online account at Trails-End.com** so that they can view and assign prize credit for Scouts from their unit who sold popcorn online.
- 6. Units must settle their accounts in full by December 5th, 2011.**

The Kernel's Choice Unit additional 4% commission on unit sales is voluntary, and over and above the 30% commission all units will receive on their popcorn sales, but we will be adhering to these requirements strictly. Prize package designs, troop decisions on extra commission or prizes, and unit and youth goals must be mailed or emailed to Betty Ann Ritchey at britchey@bsamail.org or Steve Daniel at sdaniel@bsamail.org, or faxed to the Scout Office at 336-760-4222 by close of business on Friday, September 30th, 2011.