

# 2020 Unit Commission Structure

## Update—

Bonus per Scout Sale commission that was earned in 2019 can't be lower than the unit sales incentive tier earned for 2020. Unit will earn which ever is higher. Units will still need to attend training to receive the 5% bonus and sign up for ACH payment so they aren't penalized the 5%. Units will still be able to decide if they want to do prizes or extra commission, which will impact their sale commission. All Online Sales Commission is 30%

2019 Sale—Example	Pack 1
Total Sales/ # of Scouts on June 30, 2019	\$3,255/ 6
Base Commission	25%
<b>\$325 Per Scout Sales (3%)</b>	<b>3%</b>
<b>\$500 Per Scout Sales (5%)</b>	<b>5%</b>
Attended Training (5%)	Yes—5%
Signed up for ACH payment (-5% if no)	Yes—0%
Cash over Prizes. (3% if yes)	No— 0%
Total Commission	38%

2020 Sales—EXAMPLE #1	Pack 1
Total Sales (same total sale)	\$3,255
Base Commission	25%
<b>Tier 1 Increase</b>	<b>0%</b>
<b>Tier 2 Increase</b>	<b>0%</b>
<b>Tier 3 Increase</b>	<b>0%</b>
Attended Training	Yes—5%
Signed up for ACH payment (-5% if no)	Yes— 0%
Cash over Prizes	No— 0%
Total Commission with out the adjustment	30%
Total Commission with the adjustment guarantee	38% commission

2020 Sales—EXAMPLE	Pack 1
Total Sales (same total sale)	\$3,255
Base Commission	25%
<b>Tier 1 Increase</b>	<b>0%</b>
<b>Tier 2 Increase</b>	<b>0%</b>
<b>Tier 3 Increase</b>	<b>0%</b>
Attended Training	Yes—5%
Signed up for ACH payment (-5% if no)	No— (-5%)
Cash over Prizes	No— 0%
Total Commission with out the adjustment	25%
Total Commission with the adjustment guarantee	33% commission

## Base Commission

Base Commission – 25%  
Attend Zoom Training – 5%

**41% commission  
available for  
traditional sales**

## Bonus Commission

Tier 1 \$6,000-\$10,999 in sales or 10% increase in sales – 1%  
Tier 2 \$11,000-\$17,999 in sales or 15% increase in sales – 2%  
Tier 3 \$18,000+ or 25% increase in sales – 4%

Cash over Prizes – 4%

\*\*Commission for online sales is 30%