



2021 Unit Commission



Base Commission

Base Commission—25%

Attend Zoom Training—5%

**not enrolling in ACH for automatic payments (-5%)

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 all online sales is 30%

**41% commission
available for
traditional sales**

2021 Unit Bonus Incentive

<p style="text-align: center;"><u>TIER 1</u> \$6,000 - \$10,999 OR 10% Sale Increase</p>	<p style="text-align: center;">1 Free Leader at a Bay-Lakes Council Summer Camp or 25% off Weekend Camp facilities at Bay-Lakes Council Camp properties. <i>**Date exclusions apply**</i></p>
<p style="text-align: center;"><u>TIER 2</u> \$11,000 - \$17,999 OR 15% Sale Increase</p>	<p style="text-align: center;">2 Free Leaders at a Bay-Lakes Council Summer Camp or 50% off Weekend Camp facilities at Bay-Lakes Council Camp properties. <i>**Date exclusions apply**</i></p>
<p style="text-align: center;"><u>TIER 3</u> \$18,000+ OR 25% Sale Increase</p>	<p style="text-align: center;">3 Free Leaders at a Bay-Lakes Council Summer Camp or 75% off Weekend Camp facilities at Bay-Lakes Council Camp properties. <i>**Date exclusions apply**</i></p>