



# 2022 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%

**41% commission  
available for  
traditional sales**

Cash over Prizes—4%

\*\*Commission for all online sales is 30%

## 2022 Unit Bonus Incentive

<p style="text-align: center;"><b><u>TIER 1</u></b> \$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;"><b><u>TIER 2</u></b> \$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;"><b><u>TIER 3</u></b> \$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>

## 2022 UNIT POPCORN SALE CALENDAR

Saturday, August 13th	<b>2022 Popcorn Council Kickoff</b> - via Zoom 9am CST
<b>SALE</b>	
August - District Roundtables	<b>Sales forms &amp; materials passed out to units. Take orders can start when you receive sales guides</b>
Monday, August 29th	<b>Show &amp; Sell Popcorn Orders Due</b>
Friday, September 16th	<b>Show &amp; Sell Popcorn Distribution</b> at District locations.
Saturday, September 17th	<b>Show &amp; Sell Sale Starts</b>
Sunday, September 25th 11:59 PM	<b>Mid-Sale Reorders Due</b>
Friday, October 7th	<b>Early Take Order/Mid-Sale Reorders Distribution</b>
Sunday, October 23rd	<b>SALE ENDS</b>
<b>POST-SALE Wrap-up</b>	
Sunday, October 2nd	ACH Information due
Monday, Oct. 24 - Wednesday, Oct. 26	Popcorn Return nights Listed by District at: <a href="http://www.baylakesbsa.org/productsale">www.baylakesbsa.org/productsale</a>
Sunday, October 30th - 11:59 PM	<b>Take Orders Due</b>
Sunday, November 6th	Prizes and Information - Keller, Bonus and Individual Scout Sales Report Due
Thursday, November 17th	Show and Sell (ACH Payment #1)
Friday, November 18th	Take Order Distribution at District locations
Tuesday, November 29th	Add on/Late orders due - FINAL DATE
Friday, December 2nd	<b>Take Order/Online Sales (ACH Payment #2)</b>
Friday, December 9th	Late Order Distribution
Friday, December 16th	<b>Add on/Late order (ACH Payment #3)</b>