



2023 Unit Commission

Base Commission

Base Commission - 25%

Attend Zoom Training - 5%

Cash over Prizes - 4%

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

**Commission for all online sales is 30%

**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%

2023 Unit Bonus Incentive

<p><u>TIER 1</u> \$6,000 - \$10,999 OR 10% Sale Increase</p>	<p>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><u>TIER 2</u> \$11,000 - \$17,999 OR 15% Sale Increase</p>	<p>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><u>TIER 3</u> \$18,000+ OR 25% Sale Increase</p>	<p>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>

2023 UNIT POPCORN SALE CALENDAR

Tuesday, August 15th	2023 Popcorn Council Kickoff - via Zoom 6pm CST
August - District Roundtables	Sales forms & materials passed out to units. Take orders can start when you receive sales guides
Sunday, August 27th	Show & Sell Popcorn Orders Due
Friday, September 15th	Show & Sell Popcorn Distribution at District locations.
Saturday, September 16th	Show & Sell Sale Starts
Friday, September 22nd 11:59 PM	Mid-Sale Reorders Due
Sunday, October 1st	ACH Information Due
Friday, October 6th	Early Take Order/Mid-Sale Reorders Distribution
Sunday, October 22nd	SALE ENDS
Monday, Oct. 23 - Wednesday, Oct. 25	Popcorn Return Nights Listed by District at: www.baylakesbsa.org/productsale
Sunday, October 29th - 11:59 PM	Take Orders Due
Sunday, November 5th	Prizes and Information - Keller, Bonus and Individual Scout Sales Report Due
Friday, November 17th	Show and Sell (ACH Payment #1)
Friday, November 17th	Take Order Distribution at District locations
Sunday, November 26th	Add on/Late orders due - FINAL DATE
Friday, December 1st	Take Order/Online Sales (ACH Payment #2)
Friday, December 8th	Late Order Distribution
Friday, December 15th	Add on/Late order (ACH Payment #3)