

## 2024 Unit Commission

### Base Commission

Base Commission - 25%

Attend Zoom Training - 2%

Cash over Prizes - 4%

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

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

**38% commission  
available for  
traditional sales**

### Bonus Commission

Tier 1 - \$6,000 - \$10,999 in sales or 15% increase in sales - 1%

Tier 2 - \$11,000 - \$17,999 in sales or 20% increase in sales - 2%

Tier 3 - \$18,000+ or 30% increase in sales - 4%

## 2024 Unit Bonus Incentive

<p><b><u>TIER 1</u></b> \$6,000 - \$10,999 OR 15% 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><b><u>TIER 2</u></b> \$11,000 - \$17,999 OR 20% 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><b><u>TIER 3</u></b> \$18,000+ OR 30% 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>



## 2024 UNIT POPCORN SALE CALENDAR

Tuesday, August 13th	<b>2024 Popcorn Council Kickoff</b> - via Zoom 6pm CST
August - District Roundtables	Sales forms & materials passed out to units. Take orders can start when you receive sales guides
Sunday, September 1st	<b>Show &amp; Sell Popcorn Orders Due</b>
Friday, September 20th	Show & Sell Popcorn Distribution at District locations.
Saturday, September 21st	<b>Show &amp; Sell Sale Starts</b>
Sunday, September 29th 11:59 PM	<b>Mid-Sale Reorders Due</b>
Sunday, October 6th	<b>ACH Information Due</b>
Friday, October 11th	Early Take Order/Mid-Sale Reorders Distribution
Sunday, October 27th	<b>SALE ENDS</b>
Monday, Oct. 28 - Wednesday, Oct. 30	Popcorn Return Nights Listed by District at: <a href="http://www.baylakesbsa.org/productsale">www.baylakesbsa.org/productsale</a>
Sunday, November 3rd - 11:59 PM	<b>Take Orders Due</b>
Sunday, November 10th	Prizes and Information - Keller, Bonus and Individual Scout Sales Report Due
Wednesday, November 13th	<b>Show &amp; Sell (ACH Payment #1)</b>
Friday, November 22nd	Take Order Distribution at District locations
Sunday, December 1st	<b>Add on/Late Orders Due - FINAL DATE</b>
Friday, December 6th	<b>Take Order/Online Sales (ACH Payment #2)</b>
Friday, December 13th	Late Order Distribution
Friday, December 20th	<b>Add on/Late order (ACH Payment #3)</b>