



BOY SCOUTS OF AMERICA®
GREAT SOUTHWEST COUNCIL

2018 Popcorn Sales Commitment

To be eligible for the additional 1% commission: This completed form must be received at the GSWC Service Center by **8/1/18** and your unit must be represented at the Area Kick-off

You can fill out an online commitment form instead by visiting www.gswcbsa.org/popcorncommit

Unit Popcorn Kernel (Chairperson) (Point of contact for all correspondence)	
Print Name:	
Email Address:	
Phone(s):	
Mailing Address:	

Unit Info:	
Unit Type & Number	
Unit Sales Goal	\$
Estimated # of Scouts Selling:	
Per Scout Sales Goal:	\$

Show & Sell Commitment:		Take Order Commitment:	
	Our unit will participate in the Show & Sell Program		Our unit will participate in the Take Order Sales
<i>Initial Above</i>	Each unit participating in Show & Sell for 2018 must pre-order their popcorn by Aug. 12, 2018	<i>Initial Above</i>	Each unit participating in Take Order Sales for 2018 must pre-order their popcorn by Oct. 21, 2018

Commission Structure - Applicable to Take Order, Show & Sell, and On Line sales except for the 2018 Partnership Unit Bonus Commission as noted below (Details on gswcbsa.org/popcorn)	
32%	Base Commission (Commission for participating)
3%	Show & Sell sales equal or exceed: \$800 times one half of the unit's registered scouts as of Aug 31, 2018 o Minimum sales of \$5,000
1%	<u>Total Sales Growth from 2017</u> o 2017 sales total greater than \$10,000 – commission earned if increase sales by 10% o 2017 sales total between \$2,400 and \$10,000 – commission earned if increase sales by 20% o 2017 sales total between \$2,400 and \$30 - commission earned if increase sales by 30%, minimum sales total of \$2,400
2%	Unit opts out of prizes from National Supply Group (Scouts still eligible for Grand Prize program)
1%	Attend Kernels' Training and submit Sales Commitment form (on line or hard copy) by Aug. 1, 2018
1%	Conduct unit KO that promotes BOTH <i>1-on-1 Show & Sell and Show & Deliver methods, and trains scouts on proper sales approach</i>
40%	Max commission available for non-partnership Units if all options are met (Applicable to all 4 sales methods)
5%	Bonus Commission - 2018 partnership units receive an additional 5% commission on Take Order sales.
45%	Max commission available for partnership units if all options are met (5% of commission is applicable to Take Order sales only.)
See Popcorn Leader's Guidebook for Additional Incentives – gswcbsa.org/popcorn	

This form submitted by: _____

Return this form to:

Great Southwest Council, BSA
5841 Office Blvd NE
Albuquerque, NM 87109
Jessica.parsons@scouting.org

FOR OVER 35 YEARS, TRAIL'S END HAS BEEN IN PARTNERSHIP WITH THE BOY SCOUTS OF AMERICA, AND OUR MISSION HAS ALWAYS BEEN THE SAME: TO HELP SCOUT PACKS, TROOPS AND COUNCILS RAISE THE MONEY NEEDED TO FUND THEIR PROGRAMS AND ACTIVITIES THROUGHOUT THE YEAR. YOUR PURCHASE HELPS TO PAY FOR THE ACTIVITIES SCOUTS DO, FOR THE CAMPS THEY ATTEND, AND FOR THE EQUIPMENT THEY NEED, LIKE CANOES, TENTS AND UNIFORMS.

OVER 73% OF SALES GO BACK TO LOCAL SCOUTING!

#SUPPORTADVENTURE