

# 2017 SPRING PRODUCT SALE INFORMATION

## 1) Commissions

- Each unit who sells **NUTS** keeps 37% of their retail sales as commission. This is an excellent return on your sale. No extra incentives are available.
- Base commission on **POPCORN** sales up to \$2,599 is 33%. Bonus commissions are as follows:
  - \$2,600 to \$5,299 in Popcorn sales earns an additional 2% for a total of 35%.
  - \$5,300 + in Popcorn sales earns an additional 2% for a total of 37%.

Those units that were represented at the Training events in August will receive the same 1% additional commission for their attendance.

## 2) Prizes

- Combining Popcorn and Nuts sales amounts to determine prize levels is **not** permitted.
- Every Scout who sells at least 15 **NUT** items will receive a 2017 Nuts for Scouting patch. The number of patches needed is tallied and recorded ordered on your Unit Order Form.
- Every seller of **POPCORN** receives a prize of a patch or pin. Starting at the \$125 level of sales, a selection of other prizes is offered. Ask each boy to make their selection from the sales brochure and shoot for that goal. Note how many \$650 level sellers and record it on the Unit Prize Order Form along with the boys' prize selections.

## 3) Dates

- Sale period begins February 10<sup>th</sup> and runs through March 16<sup>th</sup>. Your **paper** unit order forms are due to the Service Center by March 17<sup>th</sup> even if you place the popcorn order online. Fax or email works.
- Final payment is due to the Service Center by May 12<sup>th</sup>. Late payments are subject to a 1% penalty fee.
- Hint: As the Sale Chairman, when collecting orders from your sellers, give yourself some lead time to submit the paperwork to the Service Center. Expect your sellers to give you their orders far enough in advance so that **you** are not scrambling to get everything together. Who needs the stress?

*Every boy has an opportunity to earn his own way!  
Get them excited and prepared to sell Scouting to his family and neighbors*

**Unit Product Sales Chairman**  
Job Description  
**Spring 2017**

Selling starts Friday, February 10, 2017; Packets distributed at the February 9<sup>th</sup> Roundtable.

1. Pass out sales brochures to youth and give them safety rules and selling tips. Explain program to adults in your unit and the benefits the boys will receive and get them to buy into the sale and help sell. Please complete commitment form and return to Service Center by January 31, 2017.
2. During the sale, motivate and train Scouts, practice your sales approach, help set personal sale goals and explain the council and your own unit's incentive programs.
3. Get boys excited about achieving their goals and set some Pack incentives to reward boys for achieving their goal. (extra prizes, ice cream or pizza party, etc.)
4. Oversee the sale. Bring it up at every meeting of sale and keep them motivated. This will keep you posted on their progress.
5. **Collect "Take-Order" forms from boys, tabulate them on the Unit Tally Sheet and submit the following to Service Center:**
  - a) the one page "UNIT ORDER FORM" for popcorn
  - b) the one page "POPCORN PRIZE ORDER FORM"
  - c) the one page "UNIT ORDER FORM" for peanuts
6. **Popcorn only:** Fill out the Scholarship application for any qualifying youth (\$2500 in sales), and send to Service Center along with copies of their sales order forms.
7. Plan for product pick-up at your district's distribution center on April 7. A **peanut unit invoice/packing slip** is included when you pick up and does reflect the amount owed to Council. A **popcorn packing slip** is also included but may not yet reflect the final balance due to the council. Please wait to receive your final popcorn invoice by email. Distribute popcorn & peanuts to sellers for delivery to customers. **Customers' checks should be made out to your unit and deposited to your unit bank account.**
8. Collect money from sellers and have unit treasurer submit payment in the form of ONE CHECK FOR PEANUTS AND ONE CHECK FOR POPCORN payable to French Creek Council and send to Service Center, to be received no later than May 12, 2017.