

HIT YOUR UNIT GOAL AND GET A 5% BONUS COMMISSION!



At your District Popcorn Kickoff your District Executive and P.O.P.S. Team will tell you what your unit goal is for the 2011 Trails End Popcorn Sale. You are welcome and encouraged to set a higher unit goal with the Scouts, Parents and leaders in your unit. However, if your unit achieves the goal that is set for you and if you turn in this form then your unit will qualify for a 5% bonus commission.

Why the Change with this year's Bonus Structure?

During the 2011 Trails End Popcorn Sale there will not be an opportunity to achieve a 3% bonus commission. Rather, there will be one opportunity for a 5% bonus commission.

The Cape Fear Council and the volunteer leadership of this year's Trails End Popcorn Sale decided it would make sense to reward units that achieve at a high level with the 2011 Popcorn Sale. However, it was also determined that it would be important to find a way to recognize units in a fair way. In other words, it is necessary that it is an equal challenge for any unit to achieve their goal no matter what size their unit is, etc.....

The 2011 Unit Popcorn goals were set by determining how many Scouts were registered in each unit on May 9, 2011. Then, this figure was multiplied by \$275 to determine the overall sales goal for each unit throughout the Council. Therefore, the more youth your unit recruits prior to the end of the popcorn sale the less each Scout will have to sale on average to achieve your unit's popcorn goal. So go ahead and recruit more boys into Scouting!

If your units qualifies for the 5% commission you must turn in this form to your District Executive or to Beth Whitley at the Scout Office with final payment on or before December 1st. If your unit meets this deadline, 5% of your gross popcorn sales will be deposited into your Scout Shop account at the Service Center in Wilmington by December 15, 2011. ***Bonus requests turned in after December 1, 2011 will not be considered.***

Circle One: Pack Troop Crew Post # _____ District: _____

2011 Unit Popcorn Sales Goal
(must be figure given out at your District Kickoff)

2011 Actual Unit Popcorn Sales

Unit Popcorn Chairman & Phone #

District Executive or Council Staff

