



# Commission, Transfer, Returns



## Commission Structures

- #1-34% total possible 28% Base with prizes
- #2- 38% total possible 32% Base with NO prizes

The following are the same for both choices:  
3% units attend a council training, conduct a kick off and sign up before August 1st (units must do all three)  
2% if approved unit goal is met and or exceeded  
1% Credit for No Returns for Show and Sales

Holding a unit kickoff, attend a council training and sign up by August 1<sup>st</sup> will earn you an additional 3% (you must do all three to earn the 3%). This is closely tied to your unit's ultimate success. **You will need to email a picture before September 18<sup>th</sup>**, of your kickoff to \*\*\*Anna Marie\*\*\* at [AnnaMarie.Jackowski@Scouting.org](mailto:AnnaMarie.Jackowski@Scouting.org).

All money is due by November 30<sup>th</sup>, 2020 to the Blue Grass Council Service Center. Payments can be made by a Unit Check or Credit Card.

## Returns and Transfers of Product

As a courtesy to our units and in gratitude for their participation in the sale, the council accepts limited returns of Show-N-Sell product. The council is unable to return any product to Camp Masters and so implements the following guidelines in order to fulfill its fiduciary responsibility to the Scouting movement locally. The council asks that all units make a good faith effort to sell the product ordered until the return window.

### Return policy

Units can return to the Council 50% of the dollar value of the unit's Show-N-Sell order in full, ***Product must be in original sealed, unopened cases if you have full cases of one product, otherwise individual containers will be excepted.*** Returns will be accepted on Thursday, October 22<sup>nd</sup> and Friday October 23<sup>rd</sup> from 9:00am-4:30pm, Saturday, October 24<sup>th</sup>, 10:00am to 2:00pm, at the Council's Scout Service Center.

### Transfer of product between units

Units may transfer products to other units for use in their Show-N-Sell activities. In order to keep an accurate accounting of what product is being sold by which unit (for inventory tracking, invoicing, goal achievement, and prize ordering purposes), please complete the "**NEW 2020 Unit Product Transfer Form**" and email to Anna Marie before Monday, October 12<sup>th</sup>, at [AnnaMarie.Jackowski@Scouting.org](mailto:AnnaMarie.Jackowski@Scouting.org). Units are not to transfer product for use by another unit to cover Take Orders. We depend on Take Orders and we use the returned product from Show-N-Sell and to achieve goals. Transfers made after October 12<sup>th</sup>, and the return dates October 22<sup>nd</sup>, 23<sup>rd</sup> and 24<sup>th</sup>, will be considered part of the unit's return and counted towards the 50% return limit. Transfer information needs to be received by email by October 12<sup>th</sup>, prior to making your Show-N-Sell order payments due October 30<sup>th</sup>, anything after this will need to be handled between the units themselves.

## 2020 Popcorn Sales Commission



### Show N Sell with Prizes = 34%

28% Base Commission

3% units attend a council training, conduct a kickoff and sign up before August 1st (units must do all three).

2% if approved unit goal is met and or exceeded

1% Credit for No Returns for Show and Sales

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### Show N Sell with No Prizes = 38%

32% Base Commission

3% units attend a council training, conduct a kickoff and sign up before August 1st (units must do all three).

2% if approved unit goal is met and or exceeded

1% Credit for No Returns for Show and Sales



### Take Order with Prizes = 34%

28% Base Commission

3% units attend a council training, conduct a kickoff and sign up before August 1st (units must do all three).

2% if approved unit goal is met and or exceeded

1% Credit for No Returns for Show and Sales

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### Take Order with No Prizes = 38%

32% Base Commission

3% units attend a council training, conduct a kickoff and sign up before August 1st (units must do all three).

2% if approved unit goal is met and or exceeded

1% Credit for No Returns for Show and Sales