

TROOP 18 "2011" POPCORN COMMISSIONS

1 YEAR SPECIAL...YOUR CHANCE TO EARN \$\$\$

- THIS POPCORN YEAR ONLY...Troop 18 Committee has voted to give 100% of Popcorn Commissions back to Scouts for their individual accounts.
- Commissions paid from Pikes Peak Council are 33% of total popcorn sales.

DETAILS OF THE WE/ME COMMISSION STRUCTURE:

- Every Scout has a \$400.00 Goal. 100% of total commissions up to the first \$400.00 in sales will be **divided EQUALLY between all Selling Scouts**. This means you should all encourage each other to MEET YOUR GOAL to increase the deposit into your individual account. If every Selling Scout reaches their Goal they will each receive the same commission of \$132.00. This is the **WE** part of the Commission Structure!!!
- Any Scout who exceeds their \$400.00 Goal will have 100% of the commission on the amount sold over \$400.00 deposited into their individual account. This is the **ME** part of the Commission Structure.

BENEFITS OF THE WE/ME COMMISSION STRUCTURE:

- Every Scout should sell to help themselves and each other
- Scouts will be able to pay many of their Scouting expenses with their popcorn money
 - \$250.00 Camp Alexander
 - \$80.00 Annual Dues
 - \$20.00 Average for Monthly Campouts
- Parents will be encouraged to help their Scout sell as it will reduce their expenses for Scouting
- Participation in Monthly Campouts will be INCREASE as Scouts will be able to pay for and attend campouts they could not in the past
- Scouts will learn to track their sales progress, decide what campouts are important to them and learn to budget for those expenses
- Selling Scouts can also earn their Salesmanship Merit Badge!!!

HOW CAN I REACH MY GOAL?

- Each Scout only needs to sell an average of 16 items to reach their goal.
- Remind customers they are "supporting Scouting and receiving the popcorn as a thank you for their support".
- Remind customers that 100% of Military Donations go **DIRECTLY** to Ft. Carson soldiers and their families overseas.
- Set up your online Scout Account at www.trails-end.com and sell to friends and relatives **ANYWHERE**. This is easy to do, you don't have to collect money or deliver popcorn and you're establishing a customer base for future sales.
- All your online sales count toward your Sales Goal and your Prize Level. Marsha Weimer will help you set up your Trail's End account if you need assistance.