

2018 Product Sale Commission Structure

The **Base Commission Rate** on total sales (popcorn and nuts) will continue to be **31%**. Each unit will receive an **additional 2%** commission by attending the Product Sale Kick-off on July 18th.

Additionally, Units will receive a **40%** commission on all sales that exceed their total sales for 2017. Commission checks for sales over last year's totals will be mailed to Unit Committee Chairs in December.

A unit's commission cannot exceed 40%.

Example: The unit sells \$6,000 this year and attends the 2018 Kick-off. Their sales for 2017 totaled \$5,000. The first \$5,000 of the unit's sales will receive a commission of 33% (Base Commission Rate + 2% for attending the Product Sale Kick-off). The remaining \$1,000 will receive a commission of 40%.

$$33\% \times \$5,000 = \$1,650$$

$$40\% \times \$1,000 = \underline{\$400}$$

$$\text{Unit Commission} = \mathbf{\$2,050}$$

Scouts will have the opportunity to earn recognition prizes through BSA National Supply and from the Hawk Mountain Council.

