



# 2016 Popcorn & Nuts Sale Commission Program

2016 is an exciting year for your unit through your annual Popcorn and Nuts Sale. **All products sold will count towards your unit's commission.** Units selling keep a minimum of 32% commission and have an opportunity to grow that 32% to 36%!

Here is how it works!

**Seller Level (32% Commission):** Simple. Participate in the sale!

**Bronze Level (33% Commission):**  
Step 1: Attend the Council Kickoff  
Step 2: Place Orders and Pay on Time  
Step 3: Increase your overall sale over 2015  
Step 4: Sell over \$3,500

**Silver Level (34% Commission):**  
Step 1: Place Orders and Pay on Time  
Step 2: Increase your overall sale 15% over 2015  
Step 3: Sell over \$4,000  
Or: Automatically qualify by selling \$12,000 or more

**Gold Level (36% Commission):**  
Step 1: Place Orders and Pay on Time  
Step 2: Increase your overall sale 25% over 2015  
Step 3: Sell over \$4,000  
Or: Automatically qualify by selling \$20,000 or more

## New and Separated Units

If you are a brand new unit or if your unit did not sell last year you have an opportunity to also qualify for bonus commission during the 2016 Popcorn and Nuts Sale. Here is how it works!

### New Units

**Seller Level (32% Commission):**  
Simple. Participate in the sale

**Bronze Level (33% Commission):**  
Step 1: Attend the Council Kickoff  
Step 2: Hold a Unit Level Kickoff  
Step 3: Place Orders and Pay on Time  
Step 4: Sell at or above the district 2015 per boy level

**Silver Level (34% Commission):**  
Step 1: Place Orders and Pay on Time  
Step 2: Sell 15% over the district 2015 per boy level  
Or: Qualify by selling \$12,000 or more

**Gold Level (36% Commission):**  
Step 1: Place Orders and Pay on Time  
Step 2: Sell 25% over the district 2015 per boy level  
Or: Qualify by selling \$20,000 or more

### Returning Separated Units

**Seller Level (32% Commission):**  
Simple. Participate in the sale

**Bronze Level (33% Commission):**  
Step 1: Attend the Council Kickoff  
Step 2: Hold a Unit Level Kickoff  
Step 3: Place Orders and Pay on Time  
Step 4: Increase over your last sale (min. \$3,500)

**Silver Level (34% Commission):**  
Step 1: Place Orders and Pay on Time  
Step 2: Increase 15% over your last sale (min. \$4,000)  
Or: Qualify by selling \$12,000 or more

**Gold Level (36% Commission):**  
Step 1: Place Orders and Pay on Time  
Step 2: Increase 25% over your last sale (min. \$4,000)  
Or: Qualify by selling \$20,000 or more