

2021 COUNCIL SHOW & SELL

ORDER & RETURN POLICY



To ensure a successful sale for your Unit and for the Council, the 2021 Council Committee established the following Show & Sell/Return Policy for 2021.

Show & Sell Allotments

Show & Sell order allotments will be based on 2019 or 2020 Fall Product Sale sales figures. The committee determined that the 2020 sales figures, for most units, could impact your percentage.

Units can potentially order up to 80% of their total sales order for 2019 and/or 2020 for Show & Sell. Units may make returns to the council of any unsold product covered by the approved percentage by warehouse closing time October 17th. If your unit did not have sales in 2019 or 2020, contact your District Kernel or District Executive to assist you in planning what your order figure can be. Your District Kernel or District Executive will also assist you in what to order if you are new to the Fall Product Sale and need some guidance.

If extra product is required during Show & Sell, you will have the opportunity to order more product. Additional orders will be scheduled for pick up and **cannot be returned**. Pick up location will be determined by the volume of the delivery.

(Example: Your unit's initial Show & Sell order was 1 case of Kettle Corn and 2 cases of Caramel Corn Buckets. You are close to selling out of the Caramel Corn Buckets and order another case. Your unit would be able to return any unsold Kettle Corn but not any unsold Caramel Corn Buckets.)

Any product ordered over the 80% of the Show & Sell limit as well as all supplemental Show & Sell orders must be paid **in advance**.

Any unit choosing to initially order more than the approved percentage for Show & Sell will need to submit the Return Waiver and will not be able return any unsold product during the 2021 sale.

This form must be signed by your unit's Committee Chair.

Please read and sign below if initially ordering over 80% of your 2019 or 2020 total sales.

Return Waiver

District Executive _____

I _____, **Committee Chair** of Pack/Troop/Crew _____, understand that by ordering over 80% of my unit's 2019 or 2020 total sales, we are opting out of the council's return program and the ability to return any unsold product and agree to the payment terms of the 2021 Sale.

Signed _____ Date _____

- No Show and Sell orders above the 80% threshold will be approved unless a signed copy of this form is filed at the Council Office.