

COMMISSION & PRIZE OPTIONS

Units have a choice to use the GCC/Keller Marketing incentive prize program or to opt out of the prize program to earn a higher commission.

OPTION 1 – The unit chooses to use the prize incentive option.

- The unit receives a base **commission of 31%** with the prize option.
- GCC/Keller Marketing offers a 14-level prize selection. The Scout chooses an incentive prize from the flyer based on the total popcorn and nut sales for the Scout. (Show & Sell + Take Order + Online)
- The unit representative orders the appropriate prizes through the Pecatonica River system. In addition to the incentive prizes offered by GCC/Keller Marketing, Pecatonica River offers Winner's Circle prizes for those Scouts who sell more than \$3,000.00 in popcorn. Winner's Circle prizes are based **solely on popcorn sales** (Show & Sell + Take Order + Online) and are ordered through the Pecatonica River system. Scouts can choose 1 Winner's Circle prize for each \$3,000.00 in popcorn sales.

Incentive prizes, patches, and pins qualifying for free freight will be delivered to the unit representative. Orders not qualifying for free freight will come to the council office and the unit representative will be contacted.

(\$25.00 freight will be charged if the items need to be delivered to the unit but does not qualify for free freight.)

Winner's Circle prizes will be delivered directly to the address indicated in the Winner's Circle order.

OPTION 2 – The unit chooses the no prize option.

- The unit receives a base **commission of 34%** with the no prize option.
- Pecatonica River offers Winner's Circle prizes for those Scouts who sell more than \$3,000.00. Winner's Circle prizes are based **solely on popcorn sales**. (See above for details) The Winner's Circle incentive includes Scouts of units who choose the no prize option.

ONLINE SALES COMMISSION (Applies to both options)

All online popcorn sales are under a different commission structure. Any sale placed online, regardless of the prize option, generates a **commission of 30%**.

MISCELLANEOUS AWARDS (Applies to both options) (Order through Pecatonica River System)

Patch – For any Scout who sold at least one item.

Military Pin – For any Scout who sells at least one Military Donation.

Top Salesmen Pin – For the top selling Scouts in your unit.

Online Sales Pin – For Scouts who have sold through online sales.

ADDED COMMISSION INCENTIVE (NEW FOR 2023!)

Additional commission awarded to units that meet **all 3** requirements.

- Based on Scout membership as of August 1, 2023, unit sales must average at least \$250.00 per registered Scout.
- 2023 sales must be at least 10% above 2022 **total** unit sales.
- All payment deadlines have been met.

Qualifying units will receive an additional 2% commission in the Unit's store account prior to December 31, 2023.

Example: Troop A's 5 Scouts sold \$2,000.00 in popcorn and nuts in 2022. This year they have 7 Scouts and sell \$2,600.00 in popcorn and nuts. They sold more than \$2,200.00 in product and they averaged \$371.00 per registered Scout. They will receive an extra 2% commission from the Council after all payments have been posted by the deadlines.

