

2019 Popcorn Dates

Wednesday, April 3.....**Spring Popcorn Workshop** in Gallatin at Subway, 6:30 p.m.

Wednesday, April 10..... **Spring Popcorn Workshop** in St. Joseph at 6:30 p.m.
located in Altec Training room at 2106 S. Riverside Rd.

By May 16..... Popcorn Unit Commitments Due (online is preferred)

Thurs., Aug. 1..... Popcorn Seller's Academy at Word of Life Church in St. Joseph for Scouts, Parents, and Kernels

Units who attend with 2 or more Scouts and 2 or more adults earn 2 % bonus commission.

Scouts who attend will get to practice their sales pitch, download the app, and set their goals.

Unit sales kits with order forms and Square readers are distributed at this event.

Friday, August 30.....Show and Sell/Presale Orders Due to the Council
If opting out of Trails End Rewards, this is the deadline.

September 12-13 (Thurs and Fri).....Show and Deliver/Presale Order Pick Ups (St. Joseph Only)

Saturday, September 14**Traditional Sale Begins... Blitz Day!!!**

The physical sale lasts for only 36 days. Please make each day count!

Remember to focus on the Big 3 of Military Donations, Online Sales, and Show and

Saturday, October 19.....**Sale End Date (and wagon sale incentive end date)**

Saturday, October 19.....Presale (no choc.) Return & Payment Due at Scout Office 8 to 11:30 a.m.

Monday, October 21.....Final Orders Input Deadline to Council

October 30 - Nov. 1.....Final Product Pick Up at District Sites- details to be announced.

November 8.....\$1,000+ Sellers Club Forms Due to Council

Wednesday, November 27.....Final Payment Due to Council Office

Sunday, December 8.....\$1,000+ Sellers Club Spin N Win Party at East Hills Shopping Center at 1 p.m.

2019 Commission Structure

73% Stays Local!!

25% **Direct to Your Unit**

5% **IF Opting Out of Trails End Rewards Program (this is highly discouraged)**

6% **Bonus Commission Potential with On Time Payment for:**

- 2 %- **Unit has at least 2 adults and 2 Scouts attend the Sellers Academy**
- 2 %- **Unit elects to participate in the Trails End Rewards Program**
- 2 %- **Unit has an increase of any amount over 2018 total sales including online, show and sell, and take order**

Unit Commissions for Online Sales in 2019 are 35 %. There will be free shipping on all orders.