

## 2010 Popcorn Dates & Details

### Sale Dates

- Council Kickoff & Sales Material Distribution – July 20, July 29, or Aug 12
- Aug. 20 – Early Orders Due
  - Show & Sell / Show & Deliver product order
- Sept. 1 – Sale Begins
- Sept. 10 – Show & Sell / Show & Deliver Popcorn Pickup at Chapin (Batavia)
- October 28 – Orders Due Online by midnight
  - Popcorn
  - Prize Orders
- Nov. 12 & 13 – Popcorn Pickup (specific to location)
- Dec. 1 – All Sale Money Due

### Unit Commission Earnings Potential

- |   |             |
|---|-------------|
| • Base Commission   | 31 %        |
| • Attend Council Kickoff in July or August                | 1 %         |
| • Submit Orders on time & on line (not faxed)             | 1 %         |
| • Submit payment on time                                  | 1 %         |
| • Increase 10% in gross sales over prior year             | <u>2 %</u>  |
| • Total Possible to UNIT                                  | 36 %        |
| • Council Sale Expenses (sales materials, mailings, etc.) | 4%          |
| • Council Level Program Support <i>+or -</i> other costs  | <u>30 %</u> |
| • Net Total back to Scouting in our area                  | 70+%        |

### Promotions

- Fill a Sheet Program
  - Special January 8 Event at Genesee Community College
  - Weekly Prize Drawing at Local Council Office.
- \$600 Club – Trail's End sponsored giveaway.
- Prize package
  - Optional by unit
  - Prize Expense is the responsibility of the pack, troop, or crew (See sales materials)
- Trails End Scholarship Program & Top Seller Prizes

### Delivery Locations Nov. 12 & 13

M&M Space - Lockport  
 Chapin Mfg. Rt. 63 Batavia  
 Sweetener's Plus-Lakeville  
 American Classic Outfitters (ACO)

### Units by District

Towpath District Units – Fri. eve. by appt. & Sat. 9-10 AM  
 Seneca District Units - Fri. eve. by appt. & Sat. 9-10 AM  
 Livingston Co Units – Saturday 9-10 AM  
 Wyoming + Allegany Units – Saturday 9-10 AM

### Show & Sell Delivery Location

Friday, September 10 – Chapin Manufacturing, Batavia – 4:30 p.m.-7:00 p.m.