

# 2018 Commission Schedule/Bonus

**When the Unit Popcorn Kernel and Join Scouting Night Chairperson attend the District kickoff together, your Unit will earn an extra popcorn commission!**  
***Please be sure to sign in so we can verify there were 2 people attending.***

Bonus commissions will be paid to Units approximately Dec. 21, 2018, via store credit unless a prior request has been made. **Units with outstanding balances on Dec. 14<sup>th</sup> will forfeit their bonus commissions.**

**NEW Commission structure 2018: opportunity to receive 36% (In 2017, maximum was 33.5%)**

<b>2018 Black Swamp Base Commission</b>	
<b>Pct.</b>	
25	Base Commission
1	Bonus for committing to Fall sale by May 31, 2018
2	Bonus when Unit Membership Champion attends membership training session, and Unit conducts and/or actively participates in a Join Scouting Night.
3	Bonus when Unit Popcorn Kernel attends a popcorn training session (Aug. 9, 14 or 18 – see Pg.1)
<b>31</b>	<b>Base Commission Maximum</b>
<b>Performance Bonus Commission (PBC)</b>	
2	\$350 per Scout sales average*
3	\$500 per Scout sales average*
*NOTES: <b>1.)</b> Unit can earn both PBC (5%). <b>2.)</b> To be eligible for PBC, unit's orders must be submitted by due dates; product return dates AND all payments made in good to council by due dates. <b>3.)</b> Unit Scout membership number, as of July 30, 2018.	
<b>5</b>	<b>Performance Bonus Commission Maximum</b>
<b>36</b>	<b>TOTAL COMMISSION Maximum (base plus bonus)</b>

Please see **2018 Popcorn Kernel Handbook** for additional information.