



2021 Product Sales Commission Structure

Base Commission

- All popcorn units will receive a base commission of **30% for prizes, 32% for no prizes.**
- All wreath units will receive a base **22%** commission on all wreath sales, including Fallen Hero Wreath sales.

Earned percentages

Units can earn up to **3% additional commission** for both sales (total of 33% or 35% for popcorn, total of 25% for wreaths) by completing the following:

- Sign up to sell on time with both the council and vendor: **+1 %**
- Attend Product Sale Training: **+1 %**
- Submit unit payment on time: **+1%** (as a deposit back to unit account)

Bonus percentage

Units may earn an **extra 1% commission** (total of 34% or 36% for popcorn, 26% for wreaths) **by completing the following:**

- Wreaths: Sell a minimum of \$1,000 (This applies to all units, returning and new)
- Popcorn: Sell a minimum of \$2,500 (This applies to all units, returning and new)
- Returning units must sell a minimum increase of 10% from 2019 sales

This additional percentage will be processed as a deposit to unit account after payment.

	Popcorn (with Prizes)	Popcorn (NO Prizes)	Wreaths
Base Commission	30%	32%	22%
Sign up to sell on time with both the council and vendor	+1 %	+1 %	+1 %
Attend Product Sale Training	+1 %	+1 %	+1 %
Submit unit payment on time	+1 %	+1 %	+1 %
Bonus percentage	+1 %	+1 %	+1 %