

2026 COMMISSION LEVELS

Units can earn up to 40% Commission through the Popcorn Sale! **Commission Levels are for STOREFRONT & WAGON Sales Only**

EARN 32% BASE COMMISSION

Everyone starts here.

EARN 2% TRAINING COMMISSION

- 1) All training sessions will be ZOOM.
 - a) New Kernels take a "New Kernel" training session.
 - b) Returning Kernels can take a "New Kernel" training if they want to review or a "Returning Kernel" training.
- 2) Register at <https://scoutingevent.com/358-PopTrain>

EARN 1% COMMIT To the SALE and COMPLETE ONBOARDING

- 1) Unit has committed to the sale by July 3rd.
- 2) Unit completes the Onboarding Process including goals, central location, driving radius and blackout days.

EARN 5% SALES SUCCESS COMMISSION

- 1) Units who sold in 2025:
 - a) If your 2025 sales were under \$10,000, increase your sales by 15%
 - b) If your 2025 sales were between \$10,000 and \$20,000, increase your sales by 10%
 - c) If your 2025 sales were higher than \$20,000, increase your sales by 5%
- 2) Top Selling units (\$35,000+) in 2025 will receive 5% Sales Success Commission automatically.
- 3) A new selling unit must sell \$5,000 (total of all sale types)
 - a) The council average in 2025 was \$8,326.
- 4) The details for each pack/troop/crew will be emailed to the Primary Contact Leader registered in the Trail's End popcorn system by the end of April and again in June.

ONLINE SALES ARE AT A FIXED 30% COMMISSION