2013 FALL POPCORN SALE
COMMISSION INCENTIVES & CALENDAR

30% BASE COMMISSION

4% COMMISSION FOR COMPLETING ALL FOUR

- **Attend *Popcorn Extravaganza* event on June 3rd at Mayfair Farms**
- **Complete *unit sign-up* with all contact information by June 15th**
- **Attend a *District Training Session* in August to get your *Unit Sale in a Box* and submit your *Unit Sales Plan***
- **Develop and hold a motivational and exciting *Unit Kick-off* by September 30th**

3% COMMISSION FOR COMPLETING ALL THREE

- **Submit your final *Take Orders* online and submit your *Prize Orders* online by November 11, 2013.**
- **Pay bill in full to NNJC by November 23, 2013.**
- **Grow overall unit sale by 10% over 2012; if no previous sale - then achieve a minimum of $5,000 in sales. If unit has a history of $25,000 or more in sales, only need to maintain that amount or more to qualify.**

2013 Popcorn Training Dates:

#1 August 7 – Hosted by Three Rivers District
#2 August 13 – Hosted by Lenape Trail District
#3 August 20 – Hosted by Ramapo Valley District

JUNE 3 . . . . . *POPCORN EXTRAVAGANZA – 2013 SALE KICKOFF!*
JUNE 15 . . . . . Unit Sign Up Deadline
AUGUST 7 . . . . Training #1 – Hosted by Three Rivers District
AUGUST 13 . . . Popcorn Training #2 – Hosted by Lenape Trail District
AUGUST 16 . . . Show-n-Sell #1 Orders Placed by Units
AUGUST 20 . . . Popcorn Training #3 – Hosted by Ramapo Valley District
AUGUST 19-23 . . Popcorn Sale Media Week
AUGUST 24 . . . Show-n-Sell #1 Pick-Up
AUGUST 24 . . . Fall Popcorn Sale Begins
SEPTEMBER 16 . . Show-n-Sell #2 Orders Placed by Units
SEPTEMBER 28 . . Show-n-Sell #2 Pick-Up
NOVEMBER 2 . . . Last Day for Show-n-Sell Returns
NOVEMBER 11 . . . Take Orders Placed by Units/Prize Orders Due
NOVEMBER 23 . . . Take Order Pick-Up/Final Payment Due
NOVEMBER 30 . . . Last Day to Submit Prize Orders

37% TOTAL POSSIBLE COMMISSION
*** CONTROLLED SHOW-N-SELL DISBURSEMENT AND LIMITED RETURNS**

Pat Coviello/dm – May 2013