

**2009 PRODUCT SALE
BONUS INCENTIVE INFORMATION PACKET**

Incentives

Trail's End "Fill It Up" Patch and Certificate: To receive the patch and certificate, fill up the lines on your take-order form(s), and turn the form(s) into your Unit Leader. Your Unit Leader will place the patch/certificate order with Trail's End. **Unit Leaders – PLEASE DO NOT MAIL THE ORIGINAL TAKE-ORDER FORM(S) TO TRAIL'S END – MAKE PHOTOCOPIES!**

\$1,500 Sales Club - Each Scout who sells \$1,500 or more of popcorn in the 2009 **Take-Order Sale** will get their choice of a \$50 gift card. The form to be used for this recognition is attached and can be photocopied. Send the completed form and **photocopies** of the Scout's Trail's End Take-Orders to the Beaver Family Service Center, 5027 Pottsville Pike, Reading, PA 19605.

Scholarship Program – Each scout who sells \$2,500 or more of popcorn in the 2009 **Take-Order Sale** will be enrolled in the Trail's End Scholarship Program and will receive 6% of their popcorn sale total each year and it will earn interest until he is ready to use it for his post-high school education. The form to be used for this recognition is attached and can be photocopied. Send the completed form **with the Council Staff Advisor's** signature (David Horton) and **photocopies** of the Scout's Trail's End Take-Orders to Trail's End Scholarship Program, 14470 Bergen Blvd, Suite 100, Nobelsville, IN 46060.

Camp Credit Bonus Incentive – Each scout who sells the appropriate total gross sales in the 2009 **Take-Order Sale** will earn Camp Credit to help pay for their 2010 Summer Camp Fees at Hawk Mountain Scout Reservation. A sheet explaining the **Camp Credit Sale Guidelines/Requirements** for the 2010 Incentive Program is attached as well as the **Camp Credit Scale**. The **Bonus Incentive Form** is also included in this packet. Please be sure to fill it out and return to the Hawk Mountain Council by **DECEMBER 23, 2009** to be eligible for the bonus incentives.

PLEASE NOTE: In addition to the camp credit earned by each scout, the unit will also retain their 30% profit from the popcorn sales.

Reading Phillies Bonus Incentive – When a scout reaches \$300 in gross sales he receives: 1) a voucher for 2 reserved seats or general admission tickets, 2) pre-game Q&A session with 2 Reading Phillies players, 3) a hot dog and soda voucher and 4) a Team Poster autographed by the 2 players who spoke.

PLEASE NOTE: This incentive "package" will be available early in the 2010 Reading Phillies season. The date will be announced to all qualified scouts. Remember -- \$300 in gross sales gets you this Reading Phillies Bonus Incentive.

Early Winter Camp Signup at HMSR

Units selling at least \$2,000 of product will be able to make winter camp reservations beginning June 15, 2010 instead of the standard date of July 1, 2010.

IN ORDER TO QUALIFY FOR ANY BONUS INCENTIVES, ALL FORMS AND MONEY DUE MUST BE TURNED IN TO THE BEAVER FAMILY SERVICE CENTER ON THE DATES SPECIFIED ON THE HIGHLIGHT SHEETS FOR THE 1ST AND 2ND SALE. IF YOUR UNIT IS PARTICIPATING IN THE 2ND SALE, YOU MAY COMBINE YOUR TOTALS AND HOLD THESE FORMS UNTIL DECEMBER 23, 2009, 4:00 PM WHICH IS WHEN FORMS AND MONEY ARE DUE FROM THE 2ND SALE. MONIES ARE DUE ON THE DATE(S) SPECIFIED.