

Popcorn New Scout Initiative Program FAQ

Q: Who is eligible to participate in this program?

A: All units in the Mississippi Valley Council can choose to participate or not participate. The only ineligible units are those in Des Moines County, Iowa as they have a separate program for registration assistance currently. New Scouts have the opportunity to register with a participating unit and pay \$50 or join a non-participating unit and pay \$85.

Q: How do we ensure the new Scouts get signed up correctly?

A: The new Scout turns in their application to the unit directly along with \$50. The unit then submits to the Council the Scout's \$50 plus the unit's \$30. At that time, the Council will contribute its \$5. The unit is responsible for turning in complete paperwork.

Q: How/when will the unit receive the \$30 back?

A: As the new Scouts sell popcorn, the sales on the Scout's first \$115 will not be issued UNIT commissions from the unit to the Scout. The Scout is still eligible to earn all Council sponsored commissions, prizes, Amazon cards, camp certificates, etc.

Q: How will the Council know how much each new Scout has sold in popcorn?

A: As part of the popcorn sale, one of the required forms at the end of the sale is the youth sales summary page that lists each Scout's sales individually.

Q: What if the new Scout(s) do not reach at least \$115 in sales?

A: The Council will reimburse the unit for 20% of the shortfall for any given Scout. If a Scout sells \$50 in popcorn, the unit should receive 26% commissions aka \$13.00. The Council will place 20% of the \$17 shortfall onto their unit account in Quincy/Burlington.

Q: How can we ensure that the family/Scout buys into the program to ensure the unit does not lose money?

A: We're providing a Scout commitment form that we encourage units to keep as a reminder that the Scout/family has committed to trying to sell popcorn.

Q: Can adults participate in this program?

A: Sorry, no.

Q: How can we sign up?

Talk it over with your unit key 3, then visit www.mississippivalleybsa.org/NSIP