



# 2024 Holiday Wreath Sales

**A Scout is thrifty.** This year, the Troop has made changes to make it easier for you to sell and collect payment. Remember that half of the sales go to your account. If you sell thirty-five wreaths, you will make over \$500.

**Website app.** We are online ordering via a secure website, <https://troop-179-wreath-sales.company.site/> You can access the site from your computer, tablet or phone. Enter the orders or have your customers do it directly. Remember to have your customers enter your name as the seller in order to get credit.

**How do I know what my customer orders.** Each Wednesday the Troop will post a file to the troop website (both PDF & Excel) that you can download. The file lists all the orders we have received organized by the seller's name. From there it is easy to find your name and see all your sales. If something isn't right, you can contact our Wreath team to get it fixed. You must be logged into your doubleknot account to view or download the files. Here is a direct link to the Wreath Sales Webpage: <https://google.doubleknot.com/wreath-sales-information/37621>.

**Simpler ordering.** We've renamed our wreaths. They are now small, medium, large and x large. We've also updated the dimensions to more accurately reflect their true size. Dimensions are in the pricing descriptions below

## Prices:

- Wreaths | Small, 24-inches (12-inch ring) \$29
- Medium, 28-inches (18-inch ring) \$39
- Large, 30-inches (24-inch ring) \$55
- X-Large, 36-inches (30-inch ring) \$75
- Huge, 54-inches (36-inch ring) \$95
- Gigantic, 66-inches (48-inch ring) \$150
- Ultimate, 84-inches (72-inch ring) \$325
- Wreath Stands | 36-inches tall \$6
- Cedar Rope | 25 feet \$30 | 50 feet \$60

## Important Dates.

- Oct. 31: Last day to enter orders.
- Nov. 15: Wreaths pick up by the troop.
- Nov. 16: 9-noon at First Presbyterian. Wreath and wreath kit distribution day.
- Dec 3, 10 17 & Jan 7: Cash/check turn-in at First Presbyterian Church.



Order online: <https://troop-179-wreath-sales.company.site/>  
Pay with credit card, check or cash now; or check or cash later

Please enter the Scout's full name who is credited for the sale: \_\_\_\_\_



# Holiday Wreath Sales Tips

**Start with a smile.** A Scout is friendly. A smile makes a great first impression. Even if you are calling, a smile will come through in the sound of your voice. Put enthusiasm and excitement into your pitch.

**Listen.** To make a sale, you must speak up and ask for it. But remember to listen. What does your customer want? They don't always know. If you ask questions, you usually can guide them to an answer.

**Arouse an "eager want."** Salesman Dale Carnegie said: If you own a bait store, understand that customers do not desire night crawlers; they want to catch fish. The lesson: Sell the holiday spirit. Sell how they are helping you.

**Use their name.** Another Carnegie tip: "A person's name is, to that person, the sweetest and most important sound." If you are face to face, look the customer directly in the eye. Thank them, no matter what. And leave happy.

**Avoid arguments.** Instead, steer your customers with information so they can agree. Don't have the money? That's OK. Order now, pay when I deliver. Can't have a wreath in the apartment? Consider buying one as a gift. Going someplace for Thanksgiving dinner? A wreath is a perfect thank you gift for your hosts.

**Sales are relationships.** This is an opportunity to bring some holiday cheer. Give your customers a taste of that. Show your gratitude with good news about how they've made a difference in your life. Show appreciation for how they are helping you in Scouting. It's not just about a wreath sale, it's about the activities they are helping you to go on.

**Two more questions.** Whether you've made a sale or not, ask before you leave if there's anything else you can do for them. Then, ask if they could point you to someone else who might be interested. It's a good way to get other customers. When you follow up with those other customers, mention who referred you to them.



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Please enter the Scout's full name who is credited for the sale: \_\_\_\_\_