

Troop 179



2015 Wreath Sale


wreathmaster1@gmail.com

Wreath Committee

- David Hales, chair
- Lead volunteers: Tom Vandever, Ray Frederick, Werner Meier, Victor Leon, Jeff Ziemba and Charlotte Nichol
- And ...

All New Scout families!

Overview



Everything will be on
Doubleknot

- Purpose of Wreath Sale
- Family expectations
- Dates
- How the sale works
- Sales incentives
- How to help
- Distribution Day schedule and flow

Purpose of the Wreath Sale

- Generally, campouts cost more than they take in.
- While special events are fully paid by the Scout, additional fundraising is needed to support the Troop
- **The cost is roughly \$400 per Scout**

Family Expectations

- Each New Scout family needs to plan on helping out with the sale. (the families of many scouts help year-after-year)
- Quota for each Scout is \$800 of product.
Each sale nets the troop 50% profit
\$400 net profit per Scout

The Purpose of the Wreath Sale is to reduce or eliminate your out-of-pocket costs to reach the \$400 per scout.

Dates

- Orders, September 29th to Nov. 17th
- Kit building (Bows/Cones) November 14
- Wreath Distribution Day, November 21
- Payments, November 24 to December 15
- Quota shortfalls due, December 15



Pricing and Quota



- Prices are the same as last year.
- **The major seller, the 12" (24" diameter) wreath is \$25.**
- To achieve quota in 2015, the Scout would have to sell **33** of the 12" wreaths, the same as last year.

Products



- **Wreaths – eight sizes**, from 12 to 72 inch ring size (24-144 inches in diameter).
 - Come with red bows and pine-cone decorations
 - Blue bows for the 12 and 18 inch wreaths are available too.
- **Cedar rope** – 25 and 50 foot lengths
- Graveside stands for the 12 and 18 inch wreaths

Selling Wreaths

- Selling Wreaths is “Less about Selling Wreaths, More About Supporting Scouting”
- Typical “Customers”
 - Friends, family, co-workers, neighbors and others in the community
- “Would You Like to Support Scouting?”
 - We provide customers with a high quality wreath, similar to that sold at florists
 - Customers are supporting your Scout’s activities.

How does the sale work?

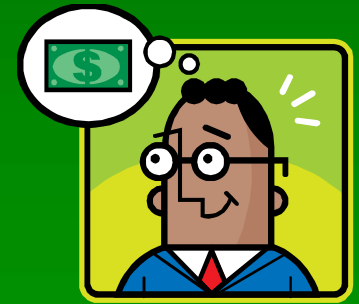
- Scouts receive their “envelopes” tonight!
 - Includes blank order sheets (pink sheets) and for returning scouts copies of their order sheets from last year (gold sheets)
 - Parent Volunteer Sheet
 - Financial Responsibility Sheet
 - Wreath Sale Kick-Off Letter
 - Wreath Sale Brochure
- Scouts fill out the pink sheets with customer order information and bring those completed sheets to the next Troop Meeting....**NO MONEY**
- The Wreath Committee collects the pink sheets and returns copies of them (blue sheets) to the scout.
- Orders can be turned in on Tuesdays from 10/6/15 to 11/17/15, though scouts **ARE STRONGLY ENCOURAGED TO TURN IN SHEETS EARLY.**

How does the sale work?

- The **troop purchases pre-made greens** (wreaths and rope) for the various products.
- The greens and a kit (bows and pinecones) for each Scout are picked up on **Wreath Distribution Day**
- The scout assembles the wreaths by **attaching bows and cones to greens.**

How does the sale work? (cont.)

- How does my Scout put it together? (we will have a wreath assembly demo & there is a You-Tube video for new Scouts)
- Problems? (bad wreath or a part shortage) Bring it back and the Troop will correct it.
- The Scout delivers each wreath after Distribution Day and receives the payment.
- The Scout returns the payments (checks only please! Safer and easier than cash) to the Troop for credit.



Wreath Sale Proceeds

- Wreath Sale Proceeds
 - 100% of the gross sales proceeds are applied to the scout's quota (\$800 of wreath sales to cover \$400 per/scout Troop expenses)
- Cash Donations
 - Cash donations are applied at 200% toward the scout's goal (a \$10 donation is like a \$20 sale).
- Profit sharing
 - After the Scout achieves quota, 25% of each sale (half of the profit) goes directly to the Scout's personal account.
 - The Scout account can pay for camp-outs, clothing, gear and lots of other things.
- Commissions
 - Scouts earn commissions on all product sold once their minimum is met, payable by check after he/she has collected all customer payments



Salesmanship Merit Badge



Offered to All Troop 179 Scouts
(Recommended for New Scouts and Traditionals)

Benefits:

- Gain working knowledge of valuable “life skill”, how to be effective in selling
- Improved results with Christmas Wreath Fundraiser
- Earn an elective merit badge

Date: Saturday, October 23, 2015

Time: 10:00AM – 2:00PM

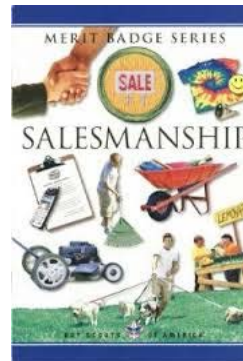
Location: First Presbyterian Church

Class size: Class limited to the first 18 boys that sign up.

Lunch: Lunch will be provided by the Troop. Each scout bring \$5.

Questions and registration contact:

- John Klehm
- 248-438-6782



Helping: Think of a Job You Want

- Peak needs in November with the Kit Building and Wreath Distribution Day.
- Indoor tasks – Order in-take, Payment processing upstairs at church
- Outdoor tasks – Pick up Greens, Distribution day

Volunteers: Order In-Take/Payment Processing

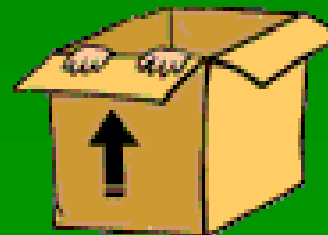
- Order receiving (4 weeks)
- Payment processing (4 weeks)
- 3 people each week
- Laptop computers with wireless internet access are wonderful if you have one.
- Tuesdays, October 6 to December 15.



Pre-product Kit building, Saturday, 11/14



- Build kits (boxes) to provide the bows and cones to fill a Scout's orders
- 2 - 3 hour commitment
- No heavy lifting
- Counting and checking work vital.
- 2 Shifts: 8 a.m. to 11 a.m. and 10:00am to 1:00 pm





Greens Pickup, Friday 11/20



- Need 10 people, Older Scouts are welcome
- Lifting required, gloves provided, dress warm
- Arrive at 4:00 p.m., finish around 8 p.m.
- Dinner (pizza and pop) provided back at the church after we park the trucks.

Wreath Distribution Day: Hospitality



- Starts at 8 a.m., Ends at 1 p.m.
- 1-2 people 2 shifts
- Coffee, hot chocolate, donuts, bagels
- Outdoors



Wreath Distribution Day: Rope Cutting and Wrapping

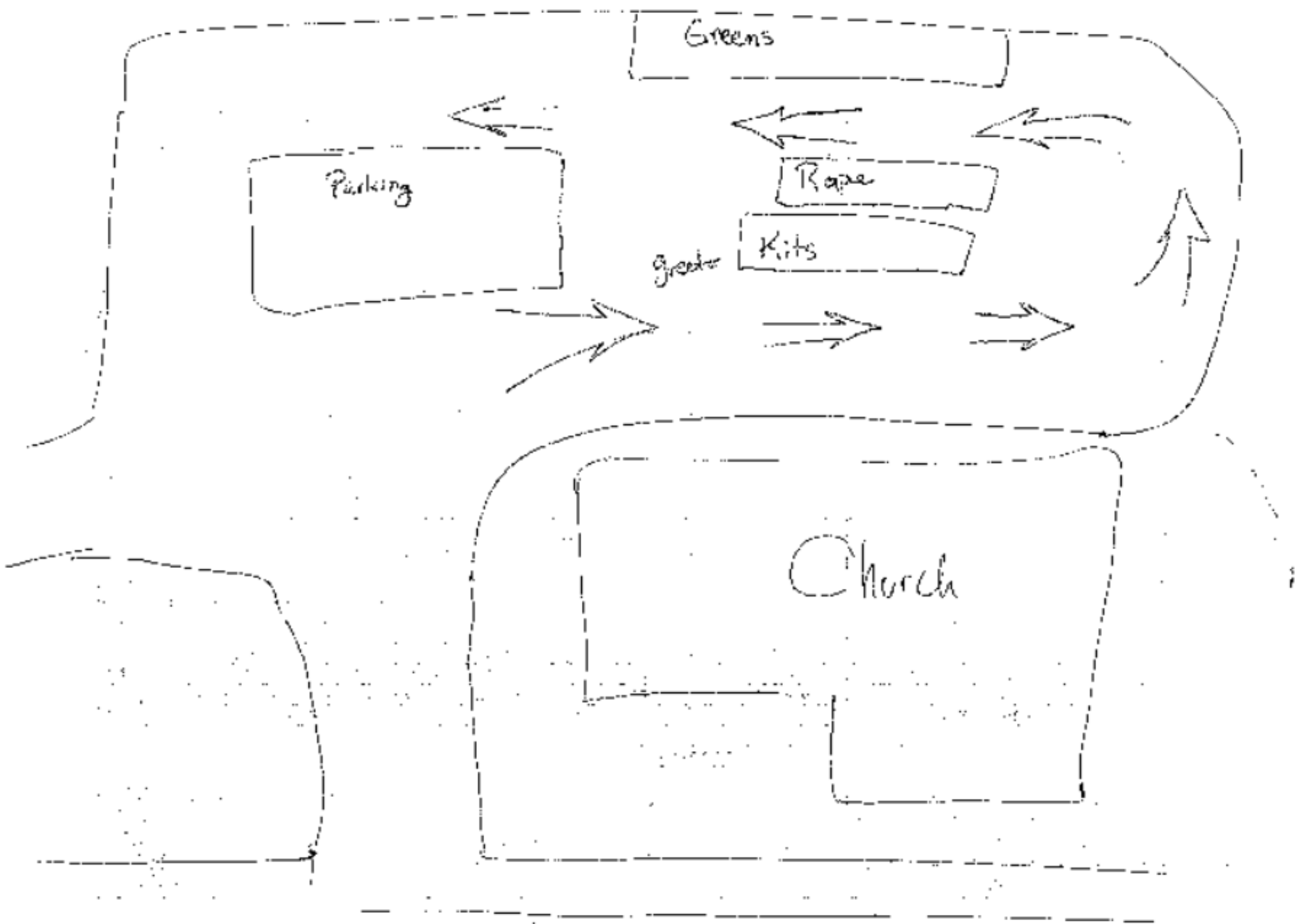
- Need 2 people (2 per shift)
- Outdoors



Wreath Distribution Day: Kits/Greens Loading in Cars

- 5 teams per shift, – 5 adults, 10 Scouts, working together
2 shifts from 7:00 am to 10:00am and 10:00 am to 1:00 pm
- Scouts load vehicles with kits/greens.
Adult volunteers confirm accuracy!
- Outdoors
- Some heavy lifting, gloves available

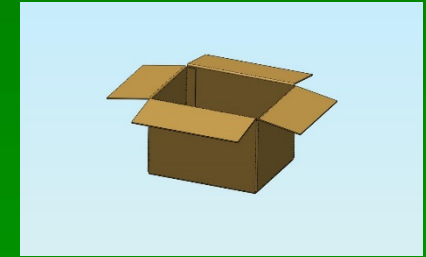




Wreath Distribution Day Schedule

- 7:00 – Teams arrive, unloading, prep
- 9:00 – 10:00 Last names **A to K** receive product
- 10:00 – 11:00 Last names **L to Z** receive product
- 11:00 – 1:00 Final Deliveries & Cleanup

Re-using Kit Boxes



- Help us save money by returning boxes at Troop meetings.
- Leave boxes broken down outside, next to the Troop trailer unless raining then place under the church awning.

Parting thoughts...

- Sell **EARLY**...don't wait!
- Wreath sales is hardest for new families but gets easier every year.
- The sale is a great way to become a part of the larger Troop family.

Now let's sign up!



Questions?

wreathmaster1@gmail.com

- **Parents...** please begin filling out the volunteer sheet. (There is an extra form in the wreath packet too!)

Turn in Volunteer form Before you leave tonight

Scouts,
Return all
undelivered
packets to
Mr. Hales



Please...