



THREE HARBORS COUNCIL
BOY SCOUTS OF AMERICA®



NOBLE
VALLEY
FARMS



2024 WREATH SALES LEADER'S GUIDE

2024 Wreath Sale Calendar

Saturday, June 22	Kick-off & Training
Tuesday, June 25	Online Make-up Kick-off & Training
Friday, September 6	Sale begins!!!
Friday, September 6 – Sunday, September 8	Blitz Weekend
Tuesday, September 10	Blitz Weekend submissions due by 11:59 p.m.
Friday, October 25	Sale ends!!!
Saturday, October 26	Prize Order survey site opens
Wednesday, October 30	Wreath Orders due online by 5:00 p.m.
Friday, November 8	Prize Orders due by 11:59 p.m.
Tuesday, November 12– Friday, November 15	Top 6 Wreath Sale Deliveries
Saturday, November 16	Wreath Distribution (State Fair Park)
Friday, November 22	Damaged/Missing Notification due by 12:00 p.m.
Tuesday, November 26	Invoices emailed to Unit Wreath Wrangler
Saturday, December 7	Fallen Hero Wreath Ceremony
Monday, December 9	Final Payment due
Saturday, January 11, 2025	Top Sellers Event at Dave and Busters
Friday, January 24, 2025	Earned Commission Disbursement

Make copies of this calendar and pass it out to your Leaders, Parents and Scouts!

Sign up to sell

May 1 – June 23, 2024

- First, sign up with Three Harbors Council so we know you are selling and have the correct contact information to stay in touch with you!
<https://www.threeharborsscouting.org/wreath-sale-resources/75472> and click on Sign-Up to sell.
- Next, sign up with Northwoods Wreaths so they know your unit is selling and can track your sale.
 - <https://northwoodswreaths.com/3harborswreath/>
 - On the green bar above, click on Request New Account.
 - After registering, you must wait for login approval. This usually takes 24 hours.
 - Questions about approval can be sent to andybarrie@yahoo.com



By September 1, 2024

Unit Wreath Wranglers should have their units signed up and ready to go!

The Sale

September 6, 2024 – SALES START

Take Order

- Use the sales sheet to take a customer's order and deliver their product to them later.
- Ask your parents to bring sales sheets to their office to make additional sales.
- Set-up a neighborhood pop-up store to conduct sales. Promote your sale through Facebook, Nextdoor, and other social media apps.

September 6 - 8, 2024

Fallen Hero Wreath Blitz Weekend

- Top 5 sellers council-wide each receive a \$100 Amazon.com Gift Card.
- Proof of sales submission for Blitz Weekend due by 11:59 pm on Tuesday, September 10, 2024.
 - Scan and email to wreaths@ThreeHarborsScouting.org
 - Take a picture and email to wreaths@ThreeHarborsScouting.org
- Only wreaths sold between September 6-8 will be qualified to enter.

October 25, 2024 – THE SALE ENDS!

- By October 30, 2024, Place order at <https://northwoodswreaths.com/3harborswreath/>
- Make copies of each Scout's wreath order forms to make it easier for you to organize ordering and unit distribution.



November 16, 2024 – DISTRIBUTION

Distribution Information

- Saturday, November 16th 2024, at the Wisconsin State Fair Grounds.
- State Fair Park is located at 640 S 84th Street, West Allis, WI 53214.
 - Enter at the northern most gate. Gate 5.
 - Head for the Cattle barn. Follow the signs for Northwoods/Noble Valley.
 - (See map page 12)
- Suggestions for Wreath Pick-Up:
 - Schedule your pick-up appointment in advance
 - Stick to your scheduled appointment.
 - Follow the signs and stay in line.
 - Bring a large vehicle/trailer to transport wreaths.

Order pick-ups with large or numerous wreaths are recommended to bring an adequately sized truck with a bed or a trailer. Large wreath pick-ups will need to come to a secondary, larger loading door.

November 12-15, 2024

Northwoods Top 6 Units – Total Retail Sales

The top 6 units council-wide in total retail sales will receive free product delivery. To qualify for this benefit, your unit's total retail sales must be at least \$6,000, and your unit must be one of the 6 highest units in total retail sales.

November 22, 2024 – Missing or Damaged items

Missing/Damaged Product Policy

- Units will have until November 22 to notify the council of any missing or damaged products that need to be replaced.
- wreaths@ThreeHarborsScouting.org
- **Absolutely no missing or damage adjustments will be made after November 22. There will be no exceptions to this deadline.**

***Prize orders open October 26 and are DUE November 8 at 11:59 PM.**

Invoicing and Payment

November 26, 2024

- Invoices will be emailed out from Three Harbors Council.
- Please do NOT print an invoice prior to then as it may be inaccurate.

December 9, 2024

- All payments are due in the form of a single check from the unit, payable to **Three Harbors Council**
- You may send your payment to
 - The Milwaukee Service Center, 330 S. 84th Street, Milwaukee, WI 53214.
 - The Kenosha Scout Shop, 7500 Green Bay Rd, Suite LL101, Kenosha, WI 53142
- Please bring a copy of your invoice with you when remitting payment or mail the invoice with your check.



Unit Commission & Payment

Commission Structure

- All units will receive a base 20% commission on all wreath sales, including Fallen Hero Wreath sales.

Additional earned commission

Units can earn 5% additional commission by completing the following:

- Attend one of the Fall Product Sales Kickoff & Training sessions
- Submit their full wreath payment on time

All commissions will be deposited directly into unit account by Friday, January 24, 2025.

Prize Program

Fallen Hero Wreath Blitz Weekend (September 6-8, 2024)

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- Proof of sales submission for Blitz Weekend due by 11:59 pm on Tuesday, September 10, 2024.
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- Only wreaths sold between September 6-8 will be qualified to enter.

Sales Achiever Gift Cards (end of the sale)

- Gift Cards for ANY Scout that achieves retail wreath sales levels:
 - Sell \$500 - \$1,499 in retail wreath sales = \$50 VISA Gift Card
 - Sell \$1,500 - \$2,499 in retail wreath sales = \$150 VISA Gift Card
 - Sell \$2,500+ in retail sales = \$250 VISA Gift Card
- Submit copies of the eligible Scout's sales sheets by 11:59 p.m. on Friday, November 8, 2024 to wreaths@ThreeHarborsScouting.org.

Top Sellers

- Any Scout who sells \$1250 or more in wreaths will be invited to celebrate at Dave & Busters on January 11, 2025.
- An emailed invitation will be sent to the Scout's parents and the Scout's leaders.

Product Line-up

Handcrafted Wreaths & Decorations



Single Face Christmas Wreath
24", 30" Fir, 40", 60" Balsam
B1 B2 B3 B4



26" Fallen Hero Wreath Donation B5
Delivered to a National Cemetery to Honor our Veterans No Specific Fallen Hero



*24" x 36"
Balsam Cross*
B6



25' Cedar Garland
B7



*12" x 36"
Balsam
Candy Cane*
B8



*32" Outdoor
Evergreen Planter*
B9



*42" Outdoor
Evergreen Planter*
B10



Noble Fir Mixed Wreath
20", 36"
P1 P2



*24" Premium Decorator
Boxed Wreath*
P3



*Mixed
Noble Sprig*
P4



Snowman
P5



4' Mantle piece/Centerpiece
P6



12" Holiday Yule Log
P7



Fire Starter Basket
P8

B Products primarily for outdoor use.
P Products primarily for indoor and outdoor use.

NOBLE VALLEY FARMS
NORTHWOODS WREATHS



FALLEN HERO CEREMONY



FALLEN HERO

Wreath

**LAYING
CEREMONY**

**SATURDAY
DECEMBER 7TH, 2024
STARTING AT 9:00 A.M.**

**SOUTHERN WISCONSIN
VETERANS MEMORIAL
CEMETERY**

Contact Information

Aurora District

District Wreath Wrangler	Lindsay Stevens		productsaleschair@gmail.com
District Director	Cory Weber	414.443.2850	cory.weber@scouting.org

Red Arrow District

District Wreath Wrangler	Jenny Dahlen	262.331.4413	
District Executive	Austin Gulbrandson	414.443.2860	austin.gulbrandson@scouting.org

Southern Shores District

District Wreath Wrangler	Mary Jackson	414.329.9057	
District Director	Liam Barber	414.443.2845	liam.barber@scouting.org

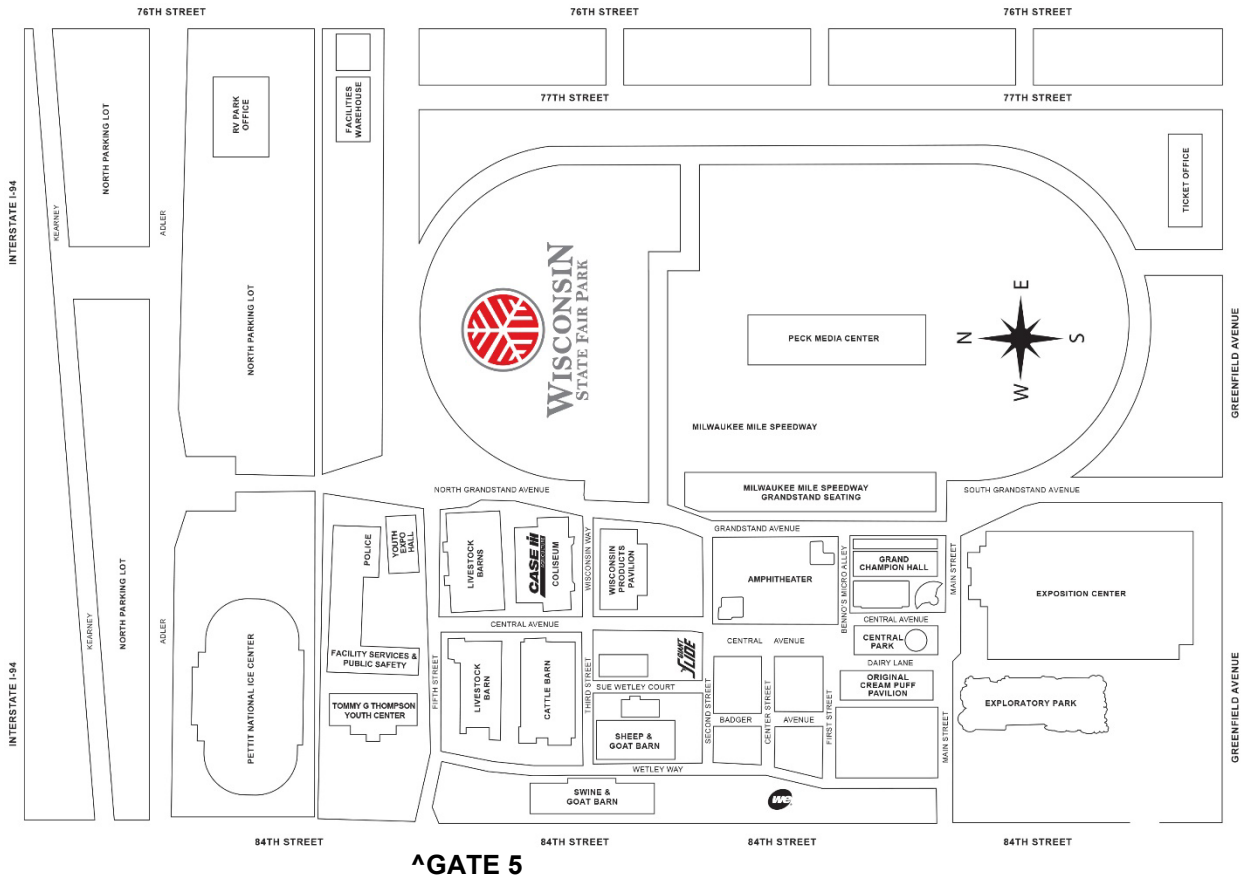
Council Staff

Wreath Staff Advisor	Mary Kveton	414.443.2857	mary.kveton@scouting.org
Wreath Staff Support	Autumn Haebig	414.443.2872	autumn.haebig@scouting.org

Wreath Orders, Billing & General Questions Email: wreaths@threeharborsscouting.org

Three Harbors Council: www.ThreeHarborsScouting.org/Wreaths

Northwoods Wreaths: www.northwoodswreaths.com



Unit Wreath Kick-off

Unit Wreath Kick-off

The Kickoff sets the tone for your wreath sale. Motivated Scouts and, more importantly, motivated Parents are the key to a successful sale. Have fun! Give away prizes! Play games to start the Kick-off!

Divide Group into Parents and Scouts

Parents

Why We Chose the Wreath Program
Parent Packet or Guide (in the Sales Guides)
Lessons Your Scout Will Learn & Advancements
Pack Calendar and Budget
Sales Date, Order Forms and Money Collection

Scouts

Sale Forms
Safety & Selling Tips
Prize Program
Role Playing
Games

Review Unit's Planned Program

- Highlight last year's activities and what's planned for the new year
- Ask SCOUTS what they want to do!
- Pack Meetings and Awards

Pay for It All with Wreaths

- Importance of a Family/Scout Goal – Scouts with goals sell more!!
- Pack Goal: What can the Scouts do if they reach the goal? List all the activities your pack budgets!
- Unit Budget: Have a "Made Goal" budget, and a "Not Quite to Goal" budget to show the differences in the activities that the Scouts get to do.

What the Family Gets Out of Wreaths

- Free Activities!
- Free Camping!
- Free Registration!
- Goal should be tied to → Nothing Out of Parents' Pocket

Recombine Group

- Recognize Last Year's Top Selling Scouts
- Generate Enthusiasm
- Extra Incentives
- Give Away Some Prizes!

Other ideas for your Unit Wreath Kick-off

Ice Cream Social

Kick Off at Campout

Do a Kick-off based on the theme

Wreath Game Stations

Offer a weekly prize

Prize Drawings for every 5 wreaths sold

Selling & Safety Tips

- ✓ ALWAYS wear your uniform.
- ✓ ALWAYS smile and introduce yourself.
- ✓ ALWAYS tell your customers why you are selling wreaths.
- ✓ KNOW the different kinds of wreaths you are selling.
- ✓ ALWAYS say "Thank You" whether you make the sale or not.
- ✓ ALWAYS make a copy of your order form.
- ✓ ALWAYS have a clean order form with a pen.
- ✓ ALWAYS walk on the sidewalk and driveway.
- ✓ ALWAYS sell with an adult.
- ✓ NEVER enter anyone's home.
- ✓ NEVER sell after dark unless you are with an adult.
- ✓ DON'T carry large amounts of cash with you.

HAVE FUN!