



Troop 23 Christmas Wreath Sale

To:

September 1, 2016

Fund Raiser: Troop 23 has been very successful with one fundraiser a year. With every scout selling wreaths, the troop has been able to raise funds to keep its camping equipment and trailer in good shape and offset some expenses for summer camp and high adventure trips.

Sales Goals: Each Scout is expected to sell a minimum \$300 in wreaths, door swags and garland. The wreaths are available in several sizes from 18" up to 48". Prices are from \$24 to \$90. One of the purposes of our fundraiser is to show "Scout Spirit", which every boy needs for rank advancement. If you do not wish to have your son participate, you must contribute \$150 as a "buy out" to the Troop. Sales begin on September 1 and end on Thursday October 27 when all orders and checks are turned in at the Fall Court of Honor.

Items for Sale: There are two ways for a customer to receive a wreath sales item: delivered by the scout or delivered by FedEx. The sales brochure called "Capture the Fragrance of Christmas" is for scout delivered items. Not all items in this brochure are being sold by Troop 23; the items not for sale are crossed off. The form called "The Ideal Christmas Gift" is for items delivered by FedEx. For the FedEx delivered items, a form must be created for each customer. Extra forms are available from Mr. Dan Reimann.

Prices for Items: Prices for all items are listed on the "Wreath Order Summary" sheet. **The scout should copy the prices from the Summary sheet into their brochure.** This will make it easy to show the item and the price. The Summary sheet also has the prices for FedEx delivered items.

How to Sell: The scout should be in uniform when selling wreaths. Great places to sell are in your neighborhood, to relatives and to members of your Church or Faith community. The scout should let the customer know the following: that he is in Mount Prospect Boy Scout Troop 23; that the fund raiser allows your troop to keep its camping equipment in good shape and to keep the cost down for summer camp. The scout should show the customer the brochure and explain the different items for sale. The scout should write down the order in the brochure and receive a check from the customer made out to Troop 23 for the order. The Scout should give the customer a receipt and let the customer know that he will be delivering the wreath to them starting November 19 to November 27. If family or friends live out of town, the FedEx delivered items are easy way to sell and the item will be delivered directly.

Awards for Selling over \$300: The Troop pays "**Scout Bucks**" equal to 25% of the sales greater than \$300. The Scout Bucks can be used to pay for your personal Scout activities, equipment, summer camp or High Adventure. By earning Scout Bucks, a scout has the potential of paying all the cost of summer camp or High Adventure. In addition, the top three sellers in the Troop receive a \$100, \$75, and \$50 prize of additional Scout Bucks.

Fund Raiser Ends on October 27 (Fall Court of Honor): At the Fall Court of Honor the scout should turn in their wreath order summary page. All payments must be received with checks payable to Troop 23. In addition, the scout should turn in form(s) for items to be delivered by FedEx. The scout will keep their brochure with the customer's name and items. The brochure will be used by the scout to deliver the items.

Wreath Pick up – Saturday November 19: The scout will need to pick up all wreaths they sold on Saturday November 19 from 9 am-noon from the Reimann's house: 304 S. Albert. Scouts should begin to deliver wreaths starting November 19 and ending Sunday November 27.

Questions: Contact Dan Reimann – 847-368-1663