



2025 WREATH SALES LEADER'S GUIDE



Key Dates For the 2025 Wreath Sale

Friday, August 22	SALE BEGINS
Friday/Sunday, September 19-21	Blitz Weekend
Tuesday, September 23	Blitz Weekend Submissions due by 11:59pm
Friday, October 24	SALE ENDS
Saturday, October 25	Begin to submit Prize Winners
Wednesday, October 29	Wreath Orders due by 11:59pm
Friday, November 7	Prize Orders due by 11:59pm
Tuesday, November 11- Friday, November 14	Top 6 Unit Sales Delivered
Saturday, November 15	Wreath Distribution at State Fair Park
Friday, November 21	Damaged/Missing Notification Due
Tuesday, November 25	Invoices emailed to Unit Wreath Wrangler
Saturday, December 6	Fallen Hero Wreath Ceremony
Monday, December 8	Final Payment Due
Friday, December 19	Earned Commission Disbursement made
TBD	Top Sellers Event

To do

Sign up to sell

- Sign up with Three Harbors Council
threeharborsscouting.org/productsale
- 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



The Sale

August 22 – October 24

- **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.
- Promote your sale through Facebook, Nextdoor, and other social media apps.

- **Fallen Hero Wreath Blitz Weekend**

- Friday through Sunday, September 19-21, 2025
- 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, October 14, 2025
 - Scan and email to wreaths@ThreeHarborsScouting.org
 - Take a picture and email to wreaths@ThreeHarborsScouting.org
- Only wreaths sold between October 10-12 will be qualified to enter.

- **Sale Ends**

- October 24, 2025
- Unit Wrangler place orders by Wednesday, October 29, 2025 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.



Distribution

Saturday, November 15 at State Fair Park

- **Pick up time**

- Pick up time is entered at time of placing your order
- State Fair Park is located at 640 S 84th Street, West Allis, WI 53214.
- Suggestions for Wreath Pick-Up
 - Enter at the northernmost gate. Gate 5.
 - Head for the Cattle barn. Follow the signs for Northwoods/Noble Valley.
 - (See map page 12)
- Tips for a smooth Wreath Pick-Up
 - Stick to your appointment time as close as possible
 - Follow the signs and stay in line.
 - Bring a large enough vehicle (or vehicles) to transport easily
 - DO NOT put your heat on for it will burn the wreaths before you make it home!
 - DO NOT put your wreaths directly on concrete waiting for your unit to pick up as it will dry out the evergreens. Placing wreaths on your lawn is preferred.

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 may need to come to a secondary, larger loading door. We will direct you.

- **Top 6 Units Earn Free Delivery**

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

- **Missing/Damaged Product Policy**

- Units will have until Friday, November 21, to notify the Council of any missing or damaged products that need to be replaced.
- Please submit your request to wreaths@ThreeHarborsScouting.org.
- Missing/Replacements will be available at State Fair Park.
- **Absolutely no missing or damage adjustments will be made after November 21.**

Prize Program

Friday, November 7

- **All Prize orders must be in by Friday, November 7**

- **Sales Achiever Gift Cards**

- 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 7, 2025 to wreaths@ThreeHarborsScouting.org.

- **1K Club**

- The 1K Club - Scouts who sell at least \$1,000 of wreaths or popcorn qualify for the 1K Club Package. The package consists of vouchers for our local sports teams. Participating teams vary year to year.
- Unit Wranglers/Kernels must sign up your qualifying Scouts by choosing the 1K button on the Product Sale Website or www.ThreeHarborsScouting.org/1KClub.
- Council will send the 1K Club vouchers directly to the Scout's Parent/Guardian email address.

- **Top Sellers**

- Top Sellers Event - Scouts who sold \$1,500+ in wreaths or popcorn receive an invitation, along with one parent/guardian, to the Scout Night at the Milwaukee Bucks.
- The top 40 sellers overall will receive the opportunity to participate in the Color Guard, High 5 Tunnel or standing next to the players at the Starting Line Up.
- Unit Wranglers/Kernels must sign up your qualifying Scouts by choosing the Top Seller button on the Product Sale Website or www.ThreeHarborsScouting.org/TopSellersEvent.
- Council will send logistical information for the event to the signed up Scout's Parent/Guardian email address.

Invoicing

November 25

- All invoices will be emailed from Three Harbors Council to the Unit Wrangler. Check your junk/spam folder if you did not receive it.
- Please do NOT print an invoice prior to then to allow all orders and returns to be entered.
- If you believe there is a discrepancy in your invoice, contact wreaths@threeharborsscouting.org as soon as possible so we can look into your invoice quickly

Payment

Due December 8

- All payments are due in the form of a single check from the unit, payable to **Three Harbors Council**.
- You may send your payment, or hand deliver it, to
 - The Milwaukee Scout Service Center, 330 S. 84th Street, Milwaukee, WI 53214.
 - The Kenosha Scout Service Center, 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

- **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.

- **Deposit into Unit Account**

- All commissions will be deposited directly into the unit account by Friday, December 19, 2025.



Products for 2025

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 Swag*
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

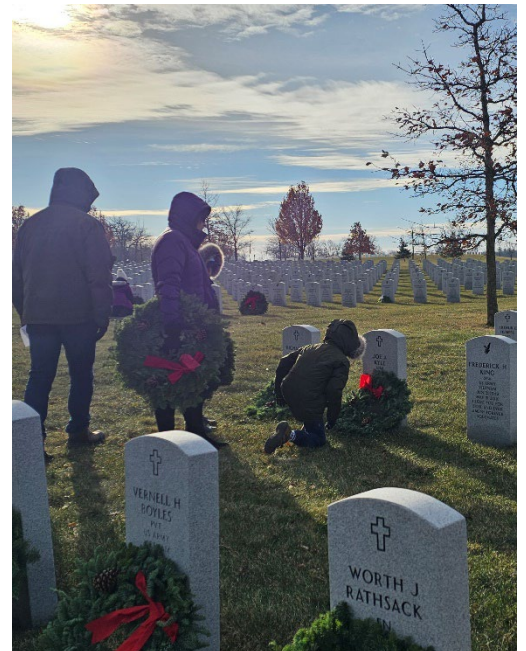


FALLEN HERO

Wreath
**LAYING
CEREMONY**

**SATURDAY
DECEMBER 6TH, 2025
STARTING AT 9:00 A.M.**

**SOUTHERN WISCONSIN
VETERANS MEMORIAL
CEMETERY**



Contact Information

Aurora District

District Wreath Wrangler

District Director

District Executive

Cory Weber

Jon Gagner

414.443.2850

414.443.2858

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jonathan.gagner@scouting.org

Red Arrow District

District Wreath Wrangler

District Executive

Jenny Dahlen

Austin Gulbrandson

262.331.4413

414.443.2860

austin.gulbrandson@scouting.org

Southern Shores District

District Wreath Wrangler

District Executive

Mary Jackson

Liam Barber

414.329.9057

414.443.2845

liam.barber@scouting.org

Council Staff

Wreath Staff Advisor

Wreath Staff Support

Mary Kveton

Autumn Haebig

414.443.2857

414.443.2872

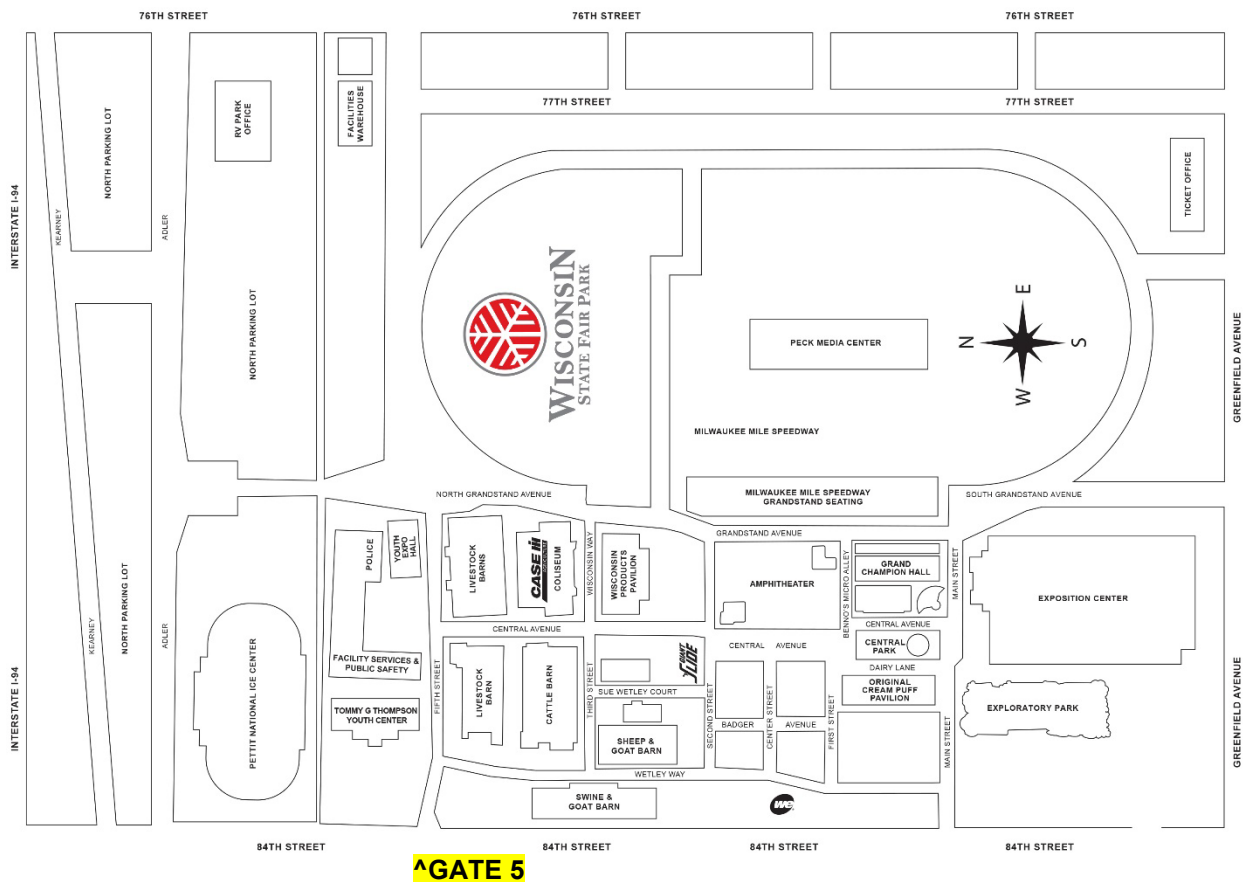
mary.kveton@scouting.org

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 Kickoff Ideas

Unit Wreath Kick-off

The Kick-off 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!