



2026 WREATH SALES LEADER'S GUIDE



Key Dates For the 2026 Wreath Sale

Friday, August 21	Sale Begins
Friday, September 25 – Sunday, September 27	Blitz Weekend
Tuesday, September 29	Blitz Weekend Submissions are Due
Friday, October 23	Sale Ends
Saturday, October 24	Begin to submit Prize Winners
Wednesday, October 28	Wreath Orders Due
Friday, November 6	Prize Orders Due
Tuesday, November 10 – Friday, November 13	Top 6 Unit Sales Delivered
Saturday, November 14	Wreath Distribution at Waukesha Expo Center
Friday, November 21	Damaged/Missing Notifications Due
Tuesday, November 24	Invoices Emailed
Saturday, December 5	Fallen Hero Wreath Ceremony
Monday, December 7	Final Payment Due
Friday, December 18	Earned Commission Disbursement Made

To do

Sign up to sell

1. Sign up with Three Harbors Council
threeharborsscouting.org/productsale
2. Sign up with Northwoods Wreaths so they know your unit is selling and can track your sale
 - <https://3harborswreaths.com/>
 - 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 21 – October 23

- **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 25-27, 2026**
- 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 29, 2026 to wreaths@ThreeHarborsScouting.org
 - Scan and email
 - Take a picture and email
- Only wreaths sold between September 25-27 will be qualified to enter

- **Sale Ends** (Friday, October 23)

- Unit Wrangler place orders by Wednesday, October 28 at <https://3harborswreaths.com/>
- Make copies of each Scout's wreath order forms to make it easier for you to organize ordering and unit distribution

- **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

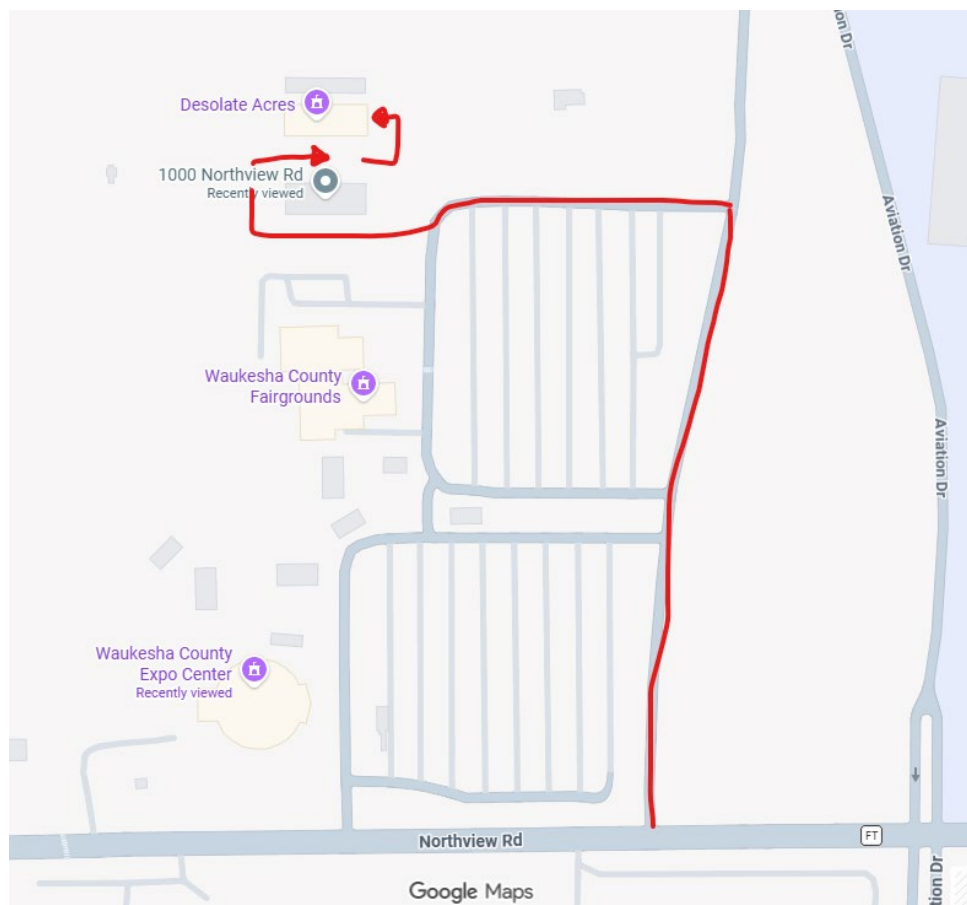
Distribution

Saturday, November 14 at Waukesha Expo Center

- **Pick up time**

- Pick up time is entered at time of placing your order
- Waukesha County Expo Center is located at 1000 Northview Road, Waukesha, WI
- Suggestions for Wreath Pick-Up
 - Follow signs through the parking lot to get to the two barns
- 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 the floor, 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.



- **Missing/Damaged Product Policy**

- Units will have until Saturday, November 21, to notify Brian with Nobel Valley of any missing or damaged products that need to be replaced
- Missing/Replacements will be available at the Waukesha Expo Center
- **Absolutely no missing or damage adjustments will be made after November 21**

Prize Program

Friday, November 6

- **All Prize orders must be in by Friday, November 6**

- **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 6 to wreaths@ThreeHarborsScouting.org

- **1K Club**

- **The 1K Club** - Scouts who sold \$1,000 of popcorn or wreaths (not combined) qualify for the 1K Club Package
 - The package consists of vouchers for our local sports teams
 - Participating teams vary year to year
- Unit Wranglers must sign up your qualifying Scouts by choosing the 1K button on the Product Sale Website

- **Top Sellers**

- **Top Sellers Event** - Scouts who sold \$1,500 + in popcorn or wreaths will receive an invitation to a special event recognizing their achievements. Each Scout may bring one parent or guardian to enjoy the celebration and fun activities. Additional information will be distributed at a later date.
 - Unit Wranglers must sign up your qualifying Scouts by choosing the Top Seller button on the Product Sale Website
 - Council will send logistical information for the event to the signed-up Scout's Parent/Guardian email address

Invoicing

November 24

- 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 7

- 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
 - Three Harbors Council, 330 S. 84th Street, Milwaukee, WI 53214.
- 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 before year's end.

Products for 2026

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" Evergreen Planter



42" Evergreen Planter
Supersized



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


**Scouting
America**
Three Harbors Council

Fallen Hero Ceremony

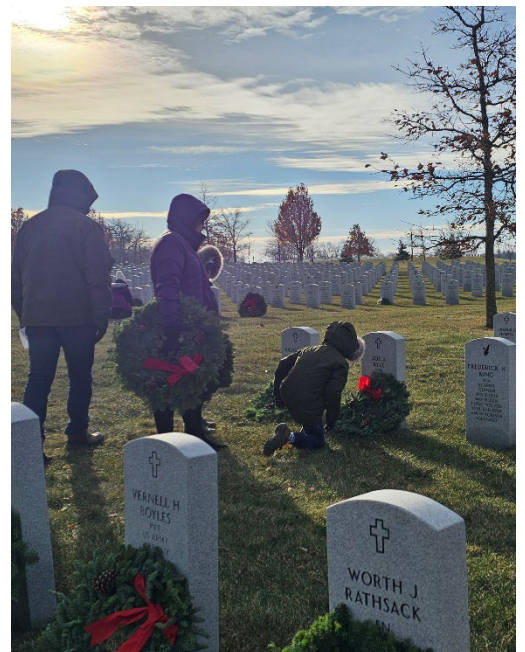


FALLEN HERO

Wreath
LAYING
CEREMONY

SATURDAY
DECEMBER 5TH, 2026
STARTING AT 9:00 A.M.

SOUTHERN WISCONSIN
VETERANS MEMORIAL
CEMETERY



Contact Information

Aurora District

District Wreath Wrangler	Cory Weber	414.443.2850	cory.weber@scouting.org
District Director			

Red Arrow District

District Wreath Wrangler	Jenny Dahlen	262.331.4413	
District Executive	Valerie Tewes	414.443.2860	Valerie.Tewes@Scouting.org

Southern Shores District

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

Council Staff

Wreath Staff Advisor	Nick Thornton	414.443.2892	nick.thornton@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 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

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