

→ **Keep** this Sales Information Sheet until *after ALL* Deliveries. ←

Our Troop's Spring Flower Sale is the big fund raiser for the year bringing in \$8,000-\$10,000 if we all pitch in. Proceeds both directly and indirectly benefit your Scout. Indirectly, you receive the benefit of the subsidies for the special weekend trips, not to mention the gear and equipment we need for them. Directly, each Scout receives a percentage of dollar total applied to Camp fees.

Each Scout earns 10% of all sales between 1 and 30 flats of flowers, 12.5% of those sales between 31 and 60 flats of flowers, and 15% of those sales over 60 flats. The more you sell, the more you earn.

-We typically sell over 1500 flats, but a truck only holds 250 flats. I build the truckloads for geographical delivery.

-If your Scout sells the most in your area, you will get the entire area's delivery in your yard.

-The deliveries will take place over several days in order to make things easier for me and for Grant's Farm.

-I will let you know by e-mail the date, time and location of each Scout's delivery or pick-up.

### CRITICAL DATES:

Flower Sale Begins: **Sunday, February 9<sup>th</sup>**

Order Turn-In Day: **Monday, March 30<sup>th</sup>**

(This is the week *before* Spring Break. Because of the early date, I will take *additional* orders on Monday April 13 *after* Spring Break)

Flower Delivery Days: **Tuesday, April 28<sup>th</sup> thru Thursday, April 30<sup>th</sup>** ☂ or ☀

Scouts Receive Camping Checks: **Monday, May 4<sup>h</sup>** (The Summer Camp Registrar will have these figures in advance.)

SELLING TIPS: Please read this page as it contains valuable information!

### WHERE TO FIND IMPORTANT INFORMATION:

You will have access to the flower sale information on the Troop web site, [www.troop128.net](http://www.troop128.net).

- Scroll to below the calendar and under Fundraising, click on Flower Sale.
- On the Flower Sale page under Information, you will see the **downloadable** documents.
  - ★ Sale Information
  - ★ Worksheet-Receipt
  - ★ Order Form
  - ★ Turn-In Cover Sheet
  - ★ Flower Pictures

### TURN-IN INSTRUCTIONS:

- **Read** and **follow** the **instructions** on the return envelopes. ✉
- The money \$ and the number of flowers ordered ☼ **MUST** balance ♣.
- *Parents* – This is a good exercise for the boys, but ☑ **check** your Scout's work!
- This is a large project. I must enter all the data and then build the trucks so that *your* delivery is close to *your* home. Making sure there are no errors speeds up processing and improves quality.
- If you have already data-entered your orders, please forward them to me at [flowers@troop128.net](mailto:flowers@troop128.net)
- **Turn in** ALL materials and folders for use again next year. They are expensive and difficult to replace.
- Collect and **return** as many of the large 1' x 2' flats and 4" pots to the Scout room for reuse by Grant's. ♻

### HOW TO CONTACT ME:

































- Click on [flowers@troop128.net](mailto:flowers@troop128.net) to send me an e-mail
- Call me at 831-3088 with any questions
- Visit me at 5938 Creekview Drive (in Woodcreek off Cook Road)

**Sylvia Taylor**

Where does the money go?						Total: \$1,854
Equipment Required for a Single Patrol of 9:				Backpacking Additions:		
3 Tents @ \$350	\$1,050	1 First Aid Kit	\$65	1 Water Filter	\$95	
1 Patrol Box	\$80	1 Lifter	\$10	1 B. P. Stove	\$95	
1 Utensils	\$20	1 Hot Gloves	\$12	2 Fuel Bottles @ \$12	\$24	
1 Frying Pan	\$20	1 Charcoal Chimney	\$15	1 Shovel	\$5	
1 Small Pot	\$15	1 Water Jug	\$15	2 Water Buckets @ \$19	<u>\$38</u>	
1 Griddle	\$65	1 Camp Chef Stove	<u>\$100</u>	Total	<b>\$257</b>	
2 Dutch Ovens @ \$65	\$130	Total	<b>\$1597</b>			

In addition to equipment and travel, we maintain our Scout Room, and we subsidize big trips to make them more accessible to all.

# Flower Selling Tips

- **Before leaving home:**
  - Take the large Turn-In envelope  out and leave at *home*.
    - The envelopes tear easily, and they need to be reused.
  - Put **your name** and **phone number** on one of the Worksheet-Receipt forms.  
Make dozens of copies  since you will be leaving them with the customers.  
(If you do not have access to a copier, pick up extras from me or the Scout room.)
  - Get familiar with all the selling materials. 
  - Wear your **Class-A** Uniform.
  - Take plenty of extra **\$1s**, **\$5s** and **\$10s** for making change. (**Lots and lots of \$1s.**)
  - Use the *small* envelope for cash and checks.
  - Take extra **blue** or **black** ink  pens. (Please, **no other colors.**)
  - Take a clipboard  to write on if you feel it would be useful.
- **At a customer's home:**
  - Make eye contact  and smile. 
  - Hand the customer a Worksheet-Receipt right away.
  - Introduce yourself with your name and "from Scout Troop 128."
  - Don't mumble.  (Practice your speech at home or with another Scout.)
  - Show them the **color** photos.
- **Explain what you are raising funds for:**
  - Camping equipment. 
  - Summer camp. 
  - High Adventure trips.   
- **Explain what you are selling:**
  - Flats   , hanging baskets  , and pots  of flowers.
  - We buy the flowers at **Wholesale** price and sell them for **LESS than Retail** price.     
This means the customer will **save** money! 
  - Flowers will be delivered to you at the end of **April** or beginning of **May**,  
so you will deliver them to the customer *before* Mother's Day.
  - Flower baskets make the perfect Mother's Day gift. 
  - Have the *customer* fill in  your *Order Form*.  Why?
    - I need to be able to read the information.
    - Any mistakes made will belong to the customer, *not* the Scout.
  - Be **sure** to get the customer's **phone number**!  This very important when problems arise.
  - Retrieve your color photos, but
  - **Leave** the Worksheet-Receipt with the *customer* as a *receipt*  for money collected.  
Also, it will have *both* of our phone numbers.
  - Check to make sure you have the correct **payment** before leaving.
- **Sunday afternoon is the BEST day of the week to sell, but go out whenever you have time.**
- **Donation\$** are welcome.
- **Thank**  the customer even if you did not you make a sale.
- **If no one is home:**
  - Leave a rolled up Worksheet tucked in the flag on the mail box. 
  - Return every day until you find the customer home.   
Why? Grouping  customers together makes your delivery much **easier**.