

Holiday Evergreen Wreath and Garland Fundraiser 2009 Sales Commission Payout

If you sell over \$350.00 in Evergreen sales, you qualify for a commission. ***The more you sell, the more you make.*** At the end of the fundraiser, you may either choose cash or credit toward a troop function. The commission payouts are indicated below.

Evergreen Sales Commissions and Payouts Table

Sales Level	% Sales Commission	\$ Commission
Over \$1,500	25% of the amount over \$1500	Over \$226
\$1,001 - \$1,500	20% of the next \$500	\$126 - \$225
\$ 501 - \$1,000	15% of the next \$500	\$ 51 - \$125
\$ 350 - \$ 500	10%	\$ 35 - \$ 50

EXAMPLES:

20 Evergreen sales averaging \$40 = \$800, you make **\$90.**

(10% x first \$500 plus 15% x \$300) = 50 + 40

30 Evergreen sales averaging \$40 = \$1,200, you make **\$165.**

(10% x first \$500 plus 15% on second \$500 plus 20% x \$200) = 50 + 75 + 40

50 Evergreen sales averaging \$40 = \$2,000, you make **\$350.**

(10% x first \$500 plus 15% on second \$500 plus 20% on third 500 plus 25% on \$500) = 50 + 75 + 100 + 125

In addition to earning a commission, the **Top 3** salesman will earn an extra **BONUS.**

The scout who is first in sales will receive a **\$300 BONUS.**

The scout who is second in sales will receive a **\$200 BONUS.**

The scout who is third in sales will receive a **\$100 BONUS.**

One year the top salesman sold \$3,200 in Evergreen – that scout earned \$810 in commission and the \$300 BONUS for a total of \$1,110.00!!

Each winner may either take his commission in cash or receive a credit toward a troop function. There is no limit to what you can earn when you participate in this fundraiser.

PATROL BONUS! The patrol with the most total sales will receive a special bonus that will be announced at the December 7 troop meeting.

- The earlier you get started, the better your chances.
- Wear your uniform, your chances of making a sale are much better. Six out of 10 households will buy from Scouts in uniform.
- For many people, buying their fresh-cut holiday wreaths and garland from Troop 91 has become an annual tradition. They are waiting for you to stop by.
- You can mention that the Evergreen prices are competitive in pricing with area nurseries, so why not buy from a Troop 91 Scout.
- Always, always say thank you! Sale or no Sale, ALWAYS say Thank You.

Tips for Selling:

- Don't limit yourself, expand the possibilities...Prospective buyers can be family members (aunts, uncles, grandparents, cousins), neighbors, dad's and/or mom's work place, your barber or the family hair stylist, mom's pedicurist, teachers, sports team parents, doctors and dentists, your church (except the Village Presbyterian Church), music teacher, employees, etc.,
- Identify yourself and what Troop you are with.
- Explain what you are doing and why (annual fundraiser for the troop, which allows us to pay scouting fees, buy equipment, and helps to pay for summer camp costs).
- Have the brochure sheet open and immediately show the prospective buyer the variety of real fresh evergreen wreaths and garland.
- Use the words " Evergreen", " Fresh cut", "Long lasting", and "Holiday Wreaths and Garland", because some people don't get it when you use the word "greenery" to describe what you're selling.
- Suggest to them that an evergreen wreath or garland is a perfect gift for someone they know.
- Be prepared to leave an extra brochure/catalog with them if they need more time to decide - Never rush a sale just because you have only one brochure to show them. Remember to pick it up from them a few days later. You can also call us for more brochures if you need them.
- Be sure to collect the money from the buyer at the time they place their order.
- Tell them delivery is expected on Monday Nov. 23 which is the week of Thanksgiving.
- And tell them once again - ***Thank You.***

Good luck!

EVERGREEN FUNDRAISER

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