



Details & Tips for a Successful Wreath Sale

Brigade dues only cover a small portion of our program budget; the wreath sale helps keep Brigade affordable!

Brigaders take orders for wreaths starting Monday, Oct 14 at 3 pm and can begin filling their orders by picking up wreaths at the warehouse starting Saturday, Nov 16. Brigaders then deliver wreaths and collect payment upon delivery.

Complete a wreath sale door hanger for each sale.

- The door hanger lets other Brigaders know the customer has already purchased.
- Gives customer contact information if they have questions.
- Record all sales on your "Wreath Sale Record Form."

You will need this information for delivery:

- All checks should be made out to the **Brigade**. If you bring cash to the warehouse, please have it counted & organized.
- If selling to a business, receipts are available in the warehouse. Brigaders are responsible for collecting payments - checks cannot be mailed to the Brigade office.

Selling Tips:

- Sell to relatives & deliver at Thanksgiving.
- Door-to-door sales - Don't forget local businesses!
- Save your order form every year for the following year.
- Be safe. Do not enter anyone's home. Try not to go out alone.

Important Dates:

- First day for wreath pick up is Saturday, November 16.
- Turn in all wreath money by December 7 at the Warehouse.

Delivery Information:

- Wreaths are picked up at the Brigade Warehouse - 715 Fairwood Drive, Neenah
- Please pick up and deliver wreaths as soon as possible. Wreaths are first come, first serve. We will have 9,000 wreaths in stock and may not be able to order additional wreaths.

You are a representative of Brigade:

- Identify yourself as a Brigader and always be courteous.
- Tell them what their support means to the Brigade: it buys sporting equipment, workshop materials, and more.

Commission:

In 2023, Brigaders received OVER \$22,000.00 in commissions & bonuses! Brigaders who sell at least \$70.00 in wreaths earn a cash commission. Late money turned in after December 7 = no commission.

\$ 70-199 in sales 7% commission	\$600-799 in sales 8.5% commission
\$200-399 in sales 7.5% commission	\$800-999 in sales 9% commission
\$400-599 in sales 8% commission	\$1000+ in sales 12% commission

In addition to commissions, top sellers are eligible for bonuses which vary from year to year based on overall sales. See last year's top sellers on the back of this sheet!

Awards:

Brigaders are eligible for awards each year. Wreath sale patches are earned at Bronze (10+ wreaths), Silver (25+) and Gold (50+). A Platinum patch is also awarded to the top seller in each program.

Donations for Wreaths Across America

Wreaths Across America decorates the Wisconsin State Cemetery at King. Brigade will be collecting donations to support this initiative. Please list any donations collected on your wreath sale record form. Donations are not included with sales when calculating commission.

If you have any questions, please call the Brigade office at 920-725-3983.

Thank you & good luck!

Warehouse Information

715 Fairwood Drive, Neenah
920-725-3983

Warehouse Hours:

Saturday, Nov 16	9am - 2pm
Monday, Nov 18	4pm - 7pm
Tuesday, Nov 19	4pm - 7pm
Wednesday, Nov 20	4pm - 7pm
Thursday, Nov 21	4pm - 7pm
Saturday, Nov 23	9am - 2pm
Monday, Nov 25	4pm - 7pm
Tuesday, Nov 26	4pm - 7pm
Saturday, Nov 30	9am - 2pm
Monday, Dec 2	4pm - 7pm
Tuesday, Dec 3	4pm - 7pm