

BOY SCOUT TROOP 72

2024 LAWN and GARDEN / LIVE PLANT Fundraiser

January 8, 2024

Dear Parents,

Tonight Troop 72 launched the **2024 Lawn and Garden Sale**. This is the **only** mandatory fund-raising event we conduct each year, so the importance of this effort cannot be overstated. The proceeds are used by Troop 72 to run scouting activities, purchase equipment, make available valuable training courses scouts need to become leaders, and to provide badges and other awards.

It is vital that we have a successful sale. Your wholehearted support in seeing that your son makes a concerted effort to solicit these orders on the troop's behalf will ensure that Troop 72 can continue to offer its excellent scouting program! We will be canvassing neighborhoods with door hangers **01/27/2024** and **02/3/2024** using buddy and patrol systems with parents helping with transportation. Pickup of forms **02/17/2024** and **03/02/2024**.

Please review the packet with your son so that he may discuss any questions he has with his adult coach. In the past, some of the boys have been very successful with a cover letter which they attach to the order forms. If your son would like a copy of an example letter as a Word file download the letter from the Troop website.

All scouts are requested to put forth a good faith effort to achieve a minimum of **\$300.00** in sales. If your son is planning to participate in the Troop 72 High Adventure Program this summer or plans to attend one of the leadership training courses, please make certain that he is aware that one of the prerequisites is a minimum of **\$300.00** in sales. Each scout who sells **\$300.00** or more in products will earn a cash commission of 5% on all sales up to and including \$500.00, 10% on sales between \$501.00 and \$1000.00 and 15% on sales of \$1001.00 or more.

We will need help on both distribution days and expect you to participate with your sons to successfully deliver all products ordered on these days. Please contact me if you are unable to do so.

Each Scout must submit customer orders to their adult coach no later than **Monday, March 4, 2024**. Pick up and delivery of Lawn and Garden items will occur on **Saturday, April 06, 2024** at Roychester Community House. Live Plant Orders will be picked up and delivered on **Saturday, May 4, 2024** at Roychester Community House. You must be available on those days or have worked out other arrangements with your son's coach. All payments for products sold should be turned in to the team coach by **Monday, May 20, 2024**. **Please ensure your son does not give payments to anyone other than his coach and gets a receipt.** If you cannot reach your coach, you may contact me directly. Your assistance in helping your son adhere to these dates is important to a successful campaign and much appreciated.

This is a very important, exciting, and challenging event for all of us. Let's make this year the best in sales history for Troop 72. Our efforts today will provide for your son's terrific adventure tomorrow. Thank you for your continued support.

Matt Aibel
215-768-7781

Wayne Timm
Co-Chairs, Ways and Means
267-800-6135 (cell)
E-mail: T72LawnandGarden@gmail.com

Donald M. Brooks
Committee Chairperson

BOY SCOUT TROOP 72

2024 LAWN and GARDEN / LIVE PLANT Fundraiser

Instructions to Scouts

1. With your parents' permission provide your coach with your home e-mail address and phone number. This will enable you to update each other and share forms, if necessary.
2. Be sure to put your name and telephone number on all forms.
3. Use the customer tracking sheet to keep a record of the houses at which you have left the order forms.
4. If you need more flyers, please contact your coach.
5. When you return to collect the order, check the house number from the list. If no one is at home, the list will serve as a reminder for you to return.
6. PLEASE CHECK EACH ORDER CAREFULLY TO MAKE SURE YOU AND YOUR CUSTOMER UNDERSTAND IT AND TO MAKE SURE ALL ARITHMETIC IS CORRECT. Your coach will be glad to assist you in any way necessary.
7. Be sure to keep a copy of each order to for yourself so you will know where to make the deliveries and to aid you next year with return-customers.
8. You will consolidate your individual customer order forms on one "Tally Sheet" to total up the total number of each product you have sold. This master order form must be turned in to your coach by **Monday, March 4, 2024**.
9. Lawn & Garden items will be delivered to the Troop at the Roychester Community House on **Saturday, April 6, 2024**. **Please note: You will need a parent or other adult to help you make deliveries.**
10. Live Plants will be delivered to the Troop at the Roychester Community House on **Saturday, May 4, 2024** so you must remind customers who order them that they will be delivered at a date different from the other products.
11. For delivery attach a copy of the order form to the material and collect the money due. Checks are to be made payable to "**Boy Scout Troop 72.**" with the ***Scout's name written on the check in the memo line.***
12. Money should be given to your coach as soon as you receive it. All money must be turned in by **Monday, May 20, 2024**. No commissions will be paid until all proceeds have been received.

Your Coach _____
Coach Telephone # _____
Coach E-Mail Address _____

BOY SCOUT TROOP 72

2024 LAWN and GARDEN / LIVE PLANT Fundraiser



Short selling season
Let's hustle to get it done!



E-Mail
With your parents' approval, give your *home* e-mail address and phone number to your coach. You can share updates, forms and information.



No Protected Territories
You can contact any customers you want to, starting tonight!



Fast Start Incentive
Every Scout that sells at least \$300.00 in the first 3 weeks of our sale (by January 29) will be eligible for a drawing for one of two \$50 cash prizes



Salesmanship Merit badge
During the Lawn and Garden Sale, we will be working toward the Salesmanship Merit Badge!
Contact Mr. Brooks to sign up.



Commission Program
You can earn cash incentives when you sell \$300.00 or more, back to "dollar 1".

BOY SCOUT TROOP 72

2024 LAWN and GARDEN / LIVE PLANT Fundraiser

Keys To Success!



Wear Your Uniform

It gives you instant credibility when contacting customers and puts them at ease.

Be Polite.

Be Polite, Professional and Personable
Customers buy from people they like.



Knock on Every Door

Leave flyers on doors of people not at home.



Don't Pressure Your Customers

Explain the program, leave a form and give them a specific date when you will return if they want to think about the order.



Keep Good Records

Houses you have visited, with and without people at home, necessary follow-up, orders written and payments received.



Politely stress the Benefits of our Sale

Support for neighborhood
Troop 72, wide selection of products, free delivery and no sales tax!



Be Prompt

With orders to your coaches, payments to your coaches and deliveries to your customers.

Troop 72 - 2024 Lawn & Garden - Kickoff Notes

A quick review of the procedure:

- You'll be broken down into Patrol teams with a coach for each team.
- We'll go over some basics then breaking into teams with your coaches, where you'll...
 - Receive information packets with a letter to your parents, instructions and sales tips, door hangers, color pictures as samples, and order forms.
- This year's sale will last for eight weeks. Sales start January 8, we will have the Fast start drawing on January 29. Any Scout who has sold \$300 will be entered into a drawing for one of two \$50 cash prizes.
- There are two delivery dates for goods sold – April 6 and May 4, put them on your calendars NOW!
- Changes for this year?
 - Some changes in product order forms. Mr. Aubel will review the various plants. **Remember that some forms and marketing materials are available on the troop fundraising website.** (www.troop72overlookhills.org/fundraiser)
 - Door hangers and canvassing of neighborhoods 01/27/2024 and 02/3/2024. Parents to help drive. Pick up of forms 02/17/2024 and 03/02/2024.
 - Use the Picture Sheets to help your customers select products.
 - Each scout is required to sell a minimum of \$300 to earn a commission.
 - Commissions are available again this year – 5%, 10%, 15%
 - Receipts – you will be given a receipt each time you turn in money, one for checks and another for cash.. We will let you know of any Venmo payments sent to the Troop. Keep these in a safe place. These are your proof of money turned in to your coach. You are responsible for the cost of products given to you!!
- Key Reminder:
 - Keep good records! Use one order form per customer. Ask if you need more. At the end of the sale, you will summarize your individual order forms onto a Tally sheet that you will submit. – **THE TALLY SHEETS ARE USED TO DISTRIBUTE PRODUCTS DURING PICKUP DAYS; MAKE SURE THEY ARE ACCURATE!** – Keep a copy for your records and use.
- Why buy from us?
 - Competitive pricing-going to buy anyway so why not from us, no sales tax, delivered to your door—save gas and time, great quality products, help support Scouting, providing a service – not a handout.
- Who are good potential customers?
 - Relatives, neighbors, everyone.
 - Don't be afraid to ask for a donation—can't do it if you don't make them aware of this option.
- We are asking each Scout to sell a minimum of \$300. Any Scout who does this will be eligible to earn commissions, which go back to \$1. High Adventure scouts must sell a minimum of \$300 to participate in the trip.
- Is it important that this is successful because we do one fundraiser each year to help pay for our expenses.
- Where does the money go?

Troop 72 - 2024 Lawn & Garden - Kickoff Notes

- Training, advancement and merit badges, equipment, camping trips, the Mystery Trip
- Some Key Dates:
 - Two weeks—fast start – January 29- Orders must be turned in to count - \$300 or more.
 - Door hangers and canvassing of neighborhoods 01/27/2024 and 02/3/2024. Parents to help drive. Pick up of forms 02/17/2024 and 03/02/2024.
 - Why is it important to start now? Ski trip, snow, spring fever, etc.
 - Final orders due – March 4. Monies due by 05/20/2024 and wrap up event 06/03/2024.
- Questions? Go over contact information with your coach, remember they're here to help you.

THINK SPRING!

Scout Name
Scout Address
City, State, Zip

Dear Neighbor:

Look beyond the Snow Piles and THINK SPRING !

Boy Scout Troop 72 Annual Lawn, Garden and Live Plant Sale

Over 100 lawn and garden products and plants at competitive prices.

You will pay *no sales tax* on these products,
and they *will be delivered right to your door.*

Choose from items such as:
Home and Garden care
Live Vegetable & Flower Plants
Bird feeding products
Bag Mulch Delivery

Funds raised by this sale will be used by scouts of Troop 72 to participate in camping, canoeing, summer camp trips, scout advancement, purchase troop equipment and send scouts to Troop Leader Development training. This summer, many of us will be spending a week at a Boy Scout Reservation acquiring new camping and leadership skills. Your support can help!

To order, please fill out the attached form and ...

Return it by mail to 1432 Edge Hill Road, Abington, PA 19001

- or you can call in your order to me at XXX-XXX-XXXX (Scout's Number here)
- or you can E-mail it to me T72lawnandgarden@gmail.com
- or I can come by to pick it up in person before March 04, 2024
- Forms can also be accessed at www.troop72overlookhills.org/fundraiser

If you have any questions, just call or ask me when I stop back.

Order now (sale ends March 4th) and pay now or when I deliver your Lawn & Garden Order on Saturday, April 6, 2024 or your Live Plant Order on Saturday May 4, 2024.

I would like to thank you for your support of Troop 72. If you do not see anything that you need, donations are greatly appreciated, as well!

Sincerely,

Scout Name
Scout Rank

BSA Troop 72 - Overlook Hills, PA - Lawn and Garden Client Order Form

(Orders due March 4th. 2024)

Client Name _____
 Client Address _____

 Client Phone _____
 Client Email _____

Coach Copy: White
 Scout Copy: Yellow
 Client Copy: Pink

Payment Amt/Type	Cash	\$
	Check	\$
	Venmo @BSAT72-Overlookhills	\$
Total Payment Received	Total	\$
Date Payment Received (Payments are due upon delivery)		

Scout Name _____

A. Lawn and Garden Products: (Delivery to Customers - April 6th. 2024)

Item #	Item Name / Unit	Unit	Qty	Cost	Extension
1-LG	Hardwood Mulch	2 cu. ft. Bag		\$ 6.00	\$
2-LG	Black Dyed Mulch	2 cu. ft. Bag		\$ 6.00	\$
3-LG	Brown Dyed Mulch	2 cu. ft. Bag		\$ 6.00	\$
4-LG	Potting Soil	40 lb. Bag		\$ 7.50	\$
5-LG	Top Soil	40 lb. Bag		\$ 5.50	\$
6-LG	Holly Tone Fertilizer	18 lb. Bag		\$ 27.50	\$
7-LG	Bio-Tone Fertilizer	4 lb. Bag		\$ 16.00	\$
8-LG	Calcitic Lime	50 lb. Bag		\$ 20.50	\$
9-LG	13-0-5 Fert w/ Pre-em. Crabgrass Cont.	50 lb. Bag		\$ 28.00	\$
10-LG	18-0-5 Fert w/ Broadleaf Weed Cont.	50 lb. Bag		\$ 45.00	\$
11-LG	18-0-3 Fertilizer	50 lb. Bag		\$ 26.00	\$
12-LG	Tall Fescue Fine Turf Seed Mix	10 lb. Bag		\$ 35.00	\$
13-LG	Shade Fine Turf Seed Mix	10 lb. Bag		\$ 41.00	\$
14-LG	Seed Starter Mulch	40 lb. Bag		\$ 37.00	\$
15-LG	Premium Wild Bird Food	20 lb. Bag		\$ 24.00	\$
16-LG	Black Oil Sunflower Bird Food	20 lb. Bag		\$ 31.50	\$
17-LG	Wild Bird Suet Cakes	11.75 oz.		\$ 3.50	\$
18-LG	Pansy (Yellow Flower)	4" pot		\$ 1.50	\$
19-LG	Pansy (Purple Flower)	4" pot		\$ 1.50	\$
20-LG	Biodegradable Lawn Refuse Bags	Pack of 5		\$ 4.50	\$
SUBTOTAL LAWN AND GARDEN PRODUCTS					\$
Donations					\$

BSA Troop 72 - Overlook Hills, PA - Lawn and Garden Client Order Form

(Orders due March 4th, 2024)

Client Name _____
 Client Address _____

 Client Phone _____
 Client Email _____
 Payment Amt/Type _____

Coach Copy: White
 Scout Copy: Yellow
 Client Copy: Pink

Cash	\$ _____
Check	\$ _____
Venmo @BSAT72-Overlookhills	\$ _____
Total	\$ _____

Total Payment Received _____
 Date Payment Received (Payments are due upon delivery) _____
 Scout Name _____

B. Live Plants: (Delivery to Customers - May 4th, 2024)

Item #	Item Name / Unit	Unit	Qty	Cost	Extension
1-LP	Begonia (Dragon Wing)	10" Basket		\$ 23.00	\$
2-LP	Fuschia	10" Basket		\$ 23.00	\$
3-LP	Calibrachoa (Million Bells)	10" Basket		\$ 23.00	\$
4-LP	Sunpatiens	10" Basket		\$ 23.00	\$
5-LP	Wave Petunias	10" Basket		\$ 23.00	\$
6-LP	Verbena	10" Basket		\$ 23.00	\$
7-LP	Begonia (Bronze Leaf / Pink Flower)	4" pot		\$ 1.75	\$
8-LP	Begonia (Bronze Leaf / Red Flower)	4" pot		\$ 1.75	\$
9-LP	Begonia (Bronze Leaf / White Flower)	4" pot		\$ 1.75	\$
10-LP	Begonia (Green Leaf / Pink Flower)	4" pot		\$ 1.75	\$
11-LP	Begonia (Green Leaf / Red Flower)	4" pot		\$ 1.75	\$
12-LP	Begonia (Green Leaf / White Flower)	4" pot		\$ 1.75	\$
13-LP	Begonia (Dragon Wing / Pink Flower)	4" pot		\$ 3.25	\$
14-LP	Begonia (Dragon Wing / Red Flower)	4" pot		\$ 3.25	\$
15-LP	Begonia (Dragon Wing / White Flower)	4" pot		\$ 3.25	\$
16-LP	Canna (Green Leaf / Orange Flower)	4.5" pot		\$ 6.00	\$
17-LP	Canna (Green Leaf / Pink Flower)	4.5" pot		\$ 6.00	\$
18-LP	Canna (Purple Leaf / Red Flower)	4.5" pot		\$ 6.00	\$
19-LP	Coleus (Purple Leaf)	4.5" pot		\$ 4.25	\$
20-LP	Coleus (Green Leaf)	4.5" pot		\$ 4.25	\$
21-LP	Dracena Spike	4" pot		\$ 2.50	\$
22-LP	Geranium (Pink Flower)	4.5" pot		\$ 4.75	\$
23-LP	Geranium (Red Flower)	4.5" pot		\$ 4.75	\$
24-LP	Lantana 'Sunrise Rose'	4.5" pot		\$ 4.25	\$
25-LP	Marigold (French / Orange Flower)	4" pot		\$ 1.75	\$
26-LP	Marigold (French / Yellow Flower)	4" pot		\$ 1.75	\$
27-LP	Sunpatiens (Pink Flower)	4.5" pot		\$ 4.25	\$
28-LP	Sunpatiens (Red Flower)	4.5" pot		\$ 4.25	\$
29-LP	Sunpatiens (White Flower)	4.5" pot		\$ 4.25	\$
33-LP	Sweet Potato Vine (Purple Foliage)	4" pot		\$ 3.50	\$
34-LP	Sweet Potato Vine (Yellow Foliage)	4" pot		\$ 3.50	\$
35-LP	Vinca rosea (Pink Flower)	4" pot		\$ 1.75	\$
36-LP	Vinca rosea (Red Flower)	4" pot		\$ 1.75	\$
37-LP	Vinca rosea (White Flower)	4" pot		\$ 1.75	\$
38-LP	Vinca Vine	4" pot		\$ 2.50	\$

SUBTOTAL LIVE PLANTS

Donations

	\$ _____
	\$ _____

BSA Troop 72 - Overlook Hills, PA - Lawn and Garden Client Order Form

(Orders due March 4th. 2024)

Client Name _____
 Client Address _____

 Client Phone _____
 Client Email _____
 Payment Amt/Type _____
 Total Payment Received _____
 Date Payment Received (Payments are due upon delivery) _____
 Scout Name _____

Coach Copy: White
 Scout Copy: Yellow
 Client Copy: Pink

Cash	\$
Check	\$
Venmo @BSAT72-Overlookhills	\$
Total	\$

B. Live Plants: (Delivery to Customers - May 4th. 2024)

Item #	Item Name / Unit	Unit	Qty	Cost	Extension
39-LP	Wave Petunia (Pink Flower)	4" pot		\$ 2.50	\$
40-LP	Wave Petunia (Purple Flower)	4" pot		\$ 2.50	\$
41-LP	Aster 'Wood's Blue'	1 gal.		\$ 9.00	\$
42-LP	Aster 'Wood's Pink'	1 gal.		\$ 9.00	\$
43-LP	Astilbe 'Visions in Pink'	1 gal.		\$ 10.00	\$
44-LP	Astilbe 'Visions in Red'	1 gal.		\$ 10.00	\$
45-LP	Astilbe 'Visions in White'	1 gal.		\$ 10.00	\$
46-LP	Black-eyed Susan 'Goldsturm'	1 gal.		\$ 10.00	\$
47-LP	Catmint 'Walker's Low'	1 gal.		\$ 9.00	\$
48-LP	Coneflower 'Pow-Wow Wild Berry'	1 gal.		\$ 9.00	\$
49-LP	Coneflower 'Pow-Wow White'	1 gal.		\$ 9.00	\$
50-LP	Coralbell 'Palace Purple'	1 gal.		\$ 9.00	\$
51-LP	Daisy 'Becky'	1 gal.		\$ 9.00	\$
52-LP	Daylily 'Happy Returns'	1 gal.		\$ 9.00	\$
53-LP	Daylily 'Pardon Me'	1 gal.		\$ 9.00	\$
54-LP	Daylily 'Stells D'Oro'	1 gal.		\$ 9.00	\$
55-LP	Dianthus 'Firewitch'	1 gal.		\$ 9.00	\$
56-LP	Geranium 'Biokovo'	1 gal.		\$ 12.00	\$
57-LP	Geranium 'Rozanne'	1 gal.		\$ 12.00	\$
58-LP	Hellebores 'Royal Heritage'	1 gal.		\$ 19.00	\$
59-LP	Hosta 'Frances Williams'	1 gal.		\$ 12.00	\$
60-LP	Hosta 'Halcyon'	1 gal.		\$ 12.00	\$
61-LP	Hosta 'Patriot'	1 gal.		\$ 12.00	\$
62-LP	Hosta 'Royal Standard'	1 gal.		\$ 12.00	\$
63-LP	Iris 'Caesar's Brother'	1 gal.		\$ 10.00	\$
64-LP	Lavendsar 'Hidcote'	1 gal.		\$ 10.00	\$
65-LP	Liatris 'Kobold'	1 gal.		\$ 9.00	\$
66-LP	Liriope 'Royal Purple'	1 gal.		\$ 8.50	\$
67-LP	Liriope 'Variegata'	1 gal.		\$ 8.50	\$
68-LP	Dwarf Fountain Grass 'Hamelin'	1 gal.		\$ 9.00	\$
69-LP	Phlox (Summer) 'Blue Paradise'	1 gal.		\$ 12.00	\$
70-LP	Phlox (Summer) 'David'	1 gal.		\$ 10.00	\$
71-LP	Phlox (Summer) 'Jeana'	1 gal.		\$ 10.00	\$
72-LP	Phlox (Creeping) 'Emerald Blue'	1 gal.		\$ 9.00	\$
73-LP	Phlox (Creeping) 'Emerald Pink'	1 gal.		\$ 9.00	\$
SUBTOTAL LIVE PLANTS					\$
Donations					\$

BSA Troop 72 - Overlook Hills, PA - Lawn and Garden Client Order Form

(Orders due March 4th, 2024)

Client Name _____
 Client Address _____

 Client Phone _____
 Client Email _____
 Payment Amt/Type _____
 Total Payment Received _____
 Date Payment Received (Payments are due upon delivery) _____
 Scout Name _____

Coach Copy: White
 Scout Copy: Yellow
 Client Copy: Pink

Cash	\$
Check	\$
Venmo @BSAT72-Overlookhills	\$
Total	\$

B. Live Plants: (Delivery to Customers - May 4th, 2024)

Item #	Item Name / Unit	Unit	Qty	Cost	Extension
74-LP	Phlox (Creeping) 'White Delight'	1 gal.		\$ 9.00	\$
75-LP	Salvia 'May Night'	1 gal.		\$ 9.00	\$
76-LP	Sedum 'Autumn Joy'	1 gal.		\$ 9.00	\$
77-LP	Clematis (Autumn Flowering)	2 gal.		\$ 35.00	\$
78-LP	Clematis 'Jackmanii Superba'	2 gal.		\$ 35.00	\$
79-LP	Clematis 'Nellie Moser'	2 gal.		\$ 35.00	\$
80-LP	Hydrangea 'Endless Summer'	3 gal.		\$ 35.00	\$
81-LP	Hydrangea 'Little Lime'	3 gal.		\$ 35.00	\$
82-LP	Lilac 'Miss Kim'	3 gal.		\$ 25.00	\$
83-LP	Rose (Drift) 'Coral'	3 gal.		\$ 31.50	\$
84-LP	Rose (Drift) 'Red'	3 gal.		\$ 31.50	\$
85-LP	Rose (Knockout) 'Double Pink'	3 gal.		\$ 27.00	\$
86-LP	Rose (Knockout) 'Double Red'	3 gal.		\$ 27.00	\$
87-LP	Spiraea 'Lemon Princess'	3 gal.		\$ 20.00	\$
88-LP	Spiraea 'Little Princess'	3 gal.		\$ 22.50	\$
89-LP	Cucumber (Burpless)	4" Pot		\$ 1.25	\$
90-LP	Tomato 'Beefmaster'	4" Pot		\$ 1.25	\$
91-LP	Tomato 'Better Boy'	4" Pot		\$ 1.25	\$
92-LP	Tomato (Cherry)	4" Pot		\$ 1.25	\$
93-LP	Tomato 'Early Girl'	4" Pot		\$ 1.25	\$
94-LP	Tomato (Roma/Plum)	4" Pot		\$ 1.25	\$
95-LP	Pepper (Bell)	4" Pot		\$ 1.25	\$
96-LP	Pepper (Cayenne)	4" Pot		\$ 1.25	\$
97-LP	Pepper (Jalapeno)	4" Pot		\$ 1.25	\$
98-LP	Zucchini (Green)	4" Pot		\$ 1.25	\$
99-LP	Chives	4" Pot		\$ 2.75	\$
100-LP	Common Thyme	4" Pot		\$ 2.75	\$
101-LP	Italian Oregano	4" Pot		\$ 2.75	\$
102-LP	Italian Parsley	4" Pot		\$ 2.75	\$
103-LP	Rosemary	4" Pot		\$ 2.75	\$
104-LP	Common Sage	4" Pot		\$ 2.75	\$
105-LP	Sweet Basil	4" Pot		\$ 2.75	\$

SUBTOTAL LIVE PLANTS \$

Donations \$

GRAND TOTAL ORDER \$

