

Workshop #8—Plant Sales Meeting Notes

Main Purpose

1. Encourage Chapter Sales
 2. Share ideas on how to do sales
 3. Gain members
 4. Promote Nurseries
- Woodland followed by prairie
 - Good supplier needed
 - Tree & shrub sale in fall
 - Price competitively to put plants in ground
 - Higher price on pick-up day
 - Feed vendors & hosts
 - Low prices bring on more people
 - Members come because of sale
 - Profits—Wild Ones Office, —Local school, —Donate surplus
 - After plant sale 2nd sale
 - Find large facility with drive-up access
 - Keep back-up funds
 - Silent auction same time
 - Publicize—use local bank websites
 - Use Banners
 - Selling coffee before
 - Collection kits sold extremely fast
 - Order 10% extra
 - One free plant/hour volunteered
 - Color code by order
 - Two people to verify each order
 - Prepaid orders separate
 - Find someone good with data
 - Old venetian blinds as tags
 - Give away leftovers after two weeks
 - Seeds should have instructions
 - Survey—what plants
 - Minimum of ½ flat
 - Discount for members
 - Give 4 plants to encourage membership
 - Sell extras at another event
 - Give away as gift to members
 - Free shirt for \$75 purchase
 - Promotes native nursery