



Gulf Stream Council

Presents

Camp Card Sales 2010



BOY SCOUTS OF AMERICA
100 YEARS OF SCOUTING



CELEBRATING THE ADVENTURE
CONTINUING THE JOURNEY



PUBLIX SUPER MARKETS
CHARITIES

The Gulf Stream Council would like to recognize Publix for their continued support of the Scouting program here in our communities.

Thank you!

www.gulfstreamcouncil.org

January	Identify Unit Sales Chair
February RoundTable Kick-off	IMPORTANT: Card sales begin at February Roundtable. Distribute cards to all Scouts in unit.
March	Sell, sell, sell - offer a weekly incentive for motivation. This is the best time to sell!
April RoundTable	<p><u>Card Sales \$ turn-in:</u></p> <p>5% Scout Commission when card sales \$ are submitted on or before the April Roundtable. Mega Money is worth \$1.25 if card sale \$ are turned in on/or before the April RoundTable. The value drops to \$1.00 after this date. What date does your Unit need to collect \$ from Scouts in order to turn-in at April RoundTable?</p> <p>Contact your District Mega Show Sales Chair (see list on Sales page) for additional details.</p>
May 1, 2010	Start collecting all cards and money from Scouts to prepare for close-out
May RoundTable Close-out	<p><u>Last day for card sales turn-ins:</u> Units must “close out” their accounts by turning in all money and remaining cards by the May RoundTable date of the District they are a member. No Mega Money will be issued after this date.</p> <p>Contact your District Mega Show Sales Chair (see list on Sales page) for District specific date and time.</p>
May 22, 2010	ME Rinker Scout Shop will be on-site at the ScoutFest for shoppers ~ Scout’s can use their Mega Money !!
Wednesday, December 15, 2009	Last day Mega Money may be redeemed. Mega Money WILL NOT be accepted, under any circumstances, after this date.

More cards sold...
More unit profit ~
More Scouts enjoying the benefits of camp!!!

Commission Breakdown

Commission Split

35% - Unit Commission, total potential sales commission for Units

Unit commission breakdown is as follows

25% (\$1.25) of every card sold is held onto by the unit (75% balance is turned into Council)

10% (\$0.50) ScoutFest Leadership Incentive - Units that supply two leaders to help with activities will receive this incentive, if earned will be credited to unit escrow accounts by May 31, 2010

25% - Scout Commission, early turn-in on/before April RT

Scouts will earn a **25% (\$1.25)** Mega Money commission for every card sold and turn-in on/before the early turn-in date of April Roundtable (RT).

OR - 20% - Scout Commission, turn-in after April RT

Scouts will earn a **20% (\$1.00)** Mega Money commission for every card sold and turn-in by the May Roundtable sales deadline.

40% - Council Commission

Units must close out by the May RoundTable. All cards issued to a unit must be accounted for either by check or returned cards. **NO ALLOWANCE WILL BE MADE FOR LOST CARDS.**

Mega Money is earned by selling a minimum of 10 cards. (Mega Money is applied retro back to first card once 10 cards are sold.)

Every Scout who sells at least 1 card will receive the special 100th Anniversary patch.

Mega Money may be used to purchase BSA merchandise from the M.E. Rinker Scout Shop or pay for Gulf Stream Council events and / or camping fees until December 15, 2010.

Top District Salesman will receive...(TBD) - please look here for future details.

Turn-in and close out

A portion of Unit commissions are to be kept by the Unit (25%, \$1.25 per card), however; Scout Commission dollars must be turned in and Mega Money will be issued at turn-in time! Thus a check for 75% (\$3.75 per card) of card sales should be made payable to the Gulf Stream Council. Mega Money worth 25% -or- 20% (\$1.25/1.00) will be given back (once 10 are sold). The balance of 10% (ScoutFest Leadership Incentive) will be credited to your Unit Account by the end of May 2010.

Please submit either 1 unit check or money order or cashier check at turn in. (Please do not turn in cash or multiple personal checks)

Sales Committee - Please contact your District Sales Chair for specific information

	Osceola Sales Chair		
	Trade Winds Sales Chair		
Jyl Mayall	Lighthouse Sales Chair	561 818-3782	mmayall@aol.com
Kristen Repetti	Sailfish Sales Chair	772 285-5172	krepetti@comcast.net
Pam Lopez	Treasure Coast Sales Chair	772 446-7914	pamlopez@bellsouth.net
Debbie Gilreath	Indian River Sales Chair	772 532-5829	verohome@earthlink.net
	Big Lake Sales Chair		

Tips For Better Sales

1. Have a motivated / enthusiastic sales Chair. Inspire the Scouts!
2. Unit sets a sales goal and determines a plan to achieve the goal: (see your unit's annual budget)
_____ cards will result in \$_____ commission for unit treasury. (Max. 35% of total sales dollars)
Den/patrol goals.
Challenge each Scout family to sell at least 10 cards.
3. Parents get Scouts into neighborhoods and shopping centers:
Block by Block selling, use city map to assign your unit.
Shifts at malls, Publix, Wal-Mart, etc.
Pairing of like personalities, such as aggressive with aggressive and passive with passive.
4. Set-up unit motivational prizes to recognize top salesmen:
Top den or patrol, ice cream or pizza party.
Top salesman per den or patrol.
Most sales this week.
Top five salesmen per unit.
5. Tell the members what the unit earns for the cards sold. For each 10 cards sold, a unit earns up to \$17.50 (IF ScoutFest Leadership Incentive earned). In addition, the individual Scout who sells 10 cards earns up to \$12.50 in Mega Money (if turned in on or before the April RT!) This equals \$30.00 of the \$50.00 collected.
6. Remind Scouts of safety precautions before they start selling cards.
7. Distribute at least 10 cards to each salesman to start. Let everyone know how to get additional cards.
8. Record the number of cards given to each salesman, as soon as you give them out. Make frequent card money turn-ins - give prizes each week!
9. Remind Scouts to:
Turn in money for cards sold at each meeting.
Dress neatly in complete Class A uniform.
Approach every home in their own neighborhood before going into other areas.
Keep working; do not quit after the first week or two.
10. **Simple Scout Script:**
"Hi! My name is _____ and I'm selling Camp Cards.
I am trying to earn my way to Camp. Can you help me?
The donation is only \$5.00 - And you get your money back from Publix!!!"

Once you get their attention, then you can add:

"The FREE McCafe worth over \$2.50 is your gift for donating **plus** all the other discounted Coupons. Thank you so much for your support."