



SALE BEGINS February 14th, 2019

SALE ENDS APRIL 19th, 2019

EARN YOUR WAY TO CAMP

CAMP CARDS



WWW.GULFSTREAMCOUNCIL.ORG/CAMP-CARDS

CAMP CARD

GUIDE BOOK 2019

The commission plan is 50%. Your unit retains \$2.50 per card sold. The other \$2.50 per card is turned in to the Council Office or Roundtable. The council pays for the production of the cards, the securing of the coupons and has the associated risk of unsold cards.

◆ **One of the Scouts said they lost the cards? What do we do?**

Due to the production costs of the cards and securing the vendors, we need to assume that the cards are used or sold. We only collect \$2.50 per card that is considered lost. Please collect the \$2.50 from the family.

◆ **Are there any prizes?**

Every youth that sells 100 cards receives a \$20 Scout Shop Gift card! After that there are different prize levels a youth can achieve.

TOP DISTRICT SELLER— \$50 Bass Pro Gift Card (Must sell 150 minimum)

TOP COUNCIL SELLER—\$250 Bass Pro Gift card (must sell 250 minimum)

Weekly Spin-to-Win Prize Drawing—All Scouts selling 25 or more cards that week will be entered in to a drawing . The scout picked will be able to spin the wheel to earn some cool prizes. Be on the look-out for those prize details. There will be 9 total drawings.

◆ **Can I sell in front of the stores listed?**

The stores listed on the camp card always like new customers in addition to their existing ones. That's why they have offers on the card is to recruit new customers. When you sell in front of their business you are selling to exist-ing customers, not new ones. Please consider other places to sell before approaching the stores. When you approach the store, please work with the manager and respect their answer. Some may say yes. Some may indicate that the property does not permit sales. Please see the Tips for Selling Camp Cards page.

◆ **What is the return policy?**

Unsold Camp Cards can be returned to your District Executive or Council office. Please be realistic with your ordering so that you do not have to return any cards. If you have unsold cards just sitting around, they are not helping anyone. We would appreciate any large quantity of unsold cards (Over 300) be returned to us by April 4, 2019. Any returned cards must be in new condition with all of the snap offs in place.

◆ **What if I receive a box of cards that are short?**

You must contact your District Executive or Devon.Mayo@scouting.org via email within 48 hours of receiving the cards. You will not be issued credit after 48 hours.

◆ **How do we get more cards? They are selling fast?**

Please contact your District Executive or Devon.Mayo@scouting.org. In order to receive more cards you must turn in at least 80% of the money associated with your previous order. The reason for this is because the success of the sale comes down to available inventory and motivated sellers. If camp cards are locked up in someone's trunk and turned in later, no one benefitted. Please call your District Executive or Devon.Mayo@scouting.org prior to stopping by the council office to pick up cards to confirm availability.

◆ **Can adults sell cards too?**

Yes, please help your own Scouts by selling the cards at work, school and your place of worship. Everyone knows the value in helping a scout earn their own way as well as the value in the card.

◆ **Can we wear uniforms to sell the Camp Card?**

Yes, since it is a council level money earning project, you are permitted to wear the BSA uniform. Popcorn and Camp Cards are the only council level approved money earned projects. All other projects must have approval to wear the uniform.

◆ **What if someone asks us for a "Certificate of Insurance"?**

Please fill out an insurance request form available online at: www.gulfstreamcouncil.org/files/5340/Certificate-of-Insurance-Request and email it to your District Executive for approval.

FOR THE COMPLETE CAMP CARD GUIDE BOOK

You earn \$2.50 on every camp card sold.

Every Scout that sells over 100 cards will receive a

\$20 Scout Shop Gift Card

TOP DISTRICT SELLER— \$50 Bass Pro Gift Card (Must sell 150 minimum)

TOP COUNCIL SELLER—\$250 Bass Pro Gift card (must sell 250 minimum)

⇒ GIFT CARDS WILL BE PRESENTED TO EACH INDIVIDUAL WINNER AT A ROUNDTABLE OR UNIT MEETING BY A COUNCIL REPRESENTATIVE

⇒ TO QUALIFY FOR CAMP CARD INCENTIVES, ALL MONEY AND CARDS MUST BE TURNED IN BY APRIL 19TH, 2018

Weekly Spin-to-win Drawing — For every 25 cards sold that week, a scout will receive one entry into the weekly drawing. The scout chosen from that drawing will have the opportunity to spin a wheel for some fantastic prizes. Any scout chosen for a weekly drawing will automatically be entered into the grand prize drawing on 4/19.

All scouts selling 25 or more cards in that specific week must notify their unit camp card chair prior to the drawing. You may only enter once for every 25 cards sold.

* Unit camp card chairs: Names must be submitted to Devon.Mayo@scouting.org by noon on that Friday.

Dates for the Drawings: 2/22, 3/1, 3/8, 3/15, 3/22, 3/29, 4/5, 4/12, and grand prize drawing 4/19.

Why Sell Camp Cards

- Wouldn't it be great to do all of the Scouting activities you wanted. If you could afford uniforms and registration without any money coming out of your pocket. Wouldn't it be nice to have a new trailer, camping equipment or do an over the top camping trip.
- Commission on a camp card is \$2.50. There are no upfront fees and you can return any unsold cards. This is the perfect fundraiser for any unit. Selling camp cards enables a unit to have the funds to deliver their Program. We are selling the "ADVENTURE OF SCOUTING" and people will buy if asked.
- People are curious by nature and want to know why Scouts are selling camp cards ... what is the reason? Why should I buy?

understand that they are selling character, they are selling a better community, they are selling the benefits of the Scouting Program and sending youth to summer camp-not just discount cards. Emphasize that each card sold helps a Scout go to camp and buy equipment that he may need. The reason our sale will be successful this year is that people want to support Scouting.

A Scout is Safe. When conducting your sale, it is vital to ensure proper safety measures. Below are some Camp Card general safety and sales tips. When selling Camp Cards in your neighborhood always have an adult or buddy with you.

- ALWAYS wear your uniform. Everybody loves to support a Scout in uniform.
- Never enter a stranger's house.
- Keep checks and cash in a envelope with your name on it.
- ALWAYS walk on the sidewalk and driveway. NOT through the yard. Watch for traffic.
- Never sell at night.
- Not every house will buy so do not become discouraged.
- The more people you ask -the more people will buy.
- Put Camp Card sales articles in your school, church, and community bulletins/newsletters.
- ALWAYS act like a Scout. Be polite and courteous. Wear a smile and introduce yourself.
- Most importantly, when you are selling Camp Cards tell the people what the money is for.
- Ask your parent to be the first to buy Camp Cards.
- Ask your relatives to buy Camp Cards.
- Ask your neighbors to buy Camp Cards.
- Ask the parents of your friends to buy Camp Cards.
- Take your Camp Cards to your place of worship and ask people to buy during coffee/fellowship hour (get permission first).
- Ask your parents if they can take your Camp Cards to work and ask their co-workers to buy cards.
- Be Creative-think outside of the box. Sell at: Community Events, Movie Theatres, Youth Sporting Events etc.
- What about your local hospital, police station or fire station.
- Ask you local mall if you can set up a booth.
- Local warehouse clubs are usually scout friendly and people are used to sending larger amounts of money there.
- What about PTA meetings?
- Ask a parent or fellow Scout to go door-to-door with you in your neighborhood to ask people to buy Camp Cards.
- Ask your patrol or den to schedule a "Super Sale Day". This is a day when your fellow Scouts select a neighborhood and Go door-to-door as a group to ask people to buy Camp Cards.
- **ALWAYS SAY THANK YOU!!** Whether they buy or not



ALWAYS SMILE

Hello, my name is _____ (First Name only)

I am working hard to EARN _____ _

We have this amazing Camp Card. You can purchase it for \$5.00 and it will really help me to _____ _

Explain the card and what is on it. Explain the value

Ask: How many would you like to purchase?

Thank the Customer for supporting you and the Scouting Program And Investing in the future of a youth.

ADVANCEMENT OPPORTUNITIES

Scouts can earn much more than money through the Camp Card sale. They learn the value of planning, organization and commitment. Scouts develop and practice new skills and learn about sales and marketing.

Webelos

Art Explosion: #2, A. You can draw a picture of yourself selling camp cards. B. Take a picture of yourself selling camp cards, print the picture and show the picture to your Troop.

Boy Scout

Art: For requirements 4 and 5; produce a Camp Card Sale poster for display using pen and ink, watercolor, pencil, pastel, oil, tempera, acrylic paint or marker.

Communication: For requirement 1, show your counselor how you would teach others to sell Camp Cards. For requirement 2, make a Camp Card sales presentation to your counselor.

Photography: For requirement 4a or 4b take photos of Camp Cards, Scouts selling Camp Cards, and other activities related to the sale. Arrange the prints with captions to tell a story of the sale.

Public Speaking: For requirement 2, prepare and give a speech to your troop describing the benefits of the Camp Card sale to the troop. For requirement 4, prepare and give a speech to your troop describing the steps to a successful Camp Card sale.

