

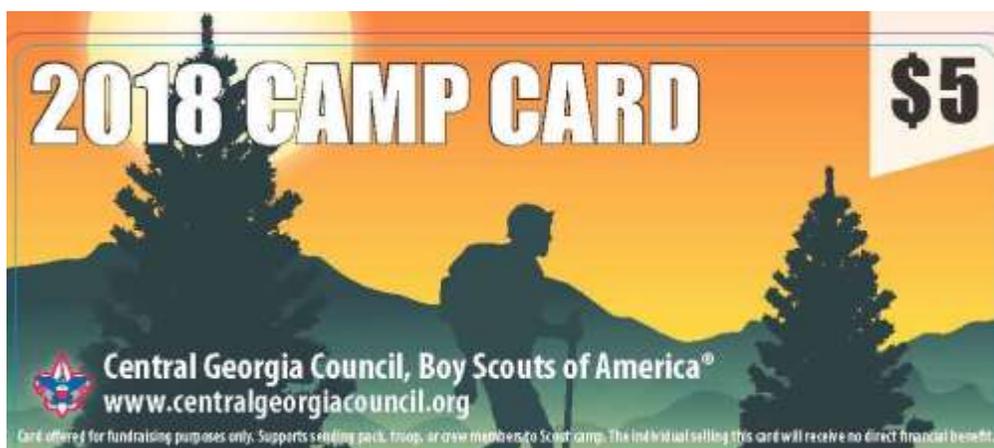


BOY SCOUTS OF AMERICA®
CENTRAL GEORGIA COUNCIL

Unit Guidebook

2018 Camp Card Campaign

A Scout is Thrifty..."A Scout works to pay his own way and to help others. He saves for the future."



Dell Bunker—Central Georgia Council Camp Card Staff Advisor

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The Camp Card Fundraiser

The intent of the Camp Card sale is to allow Units to raise funds to pay for their year round Camping Program. This includes purchasing camping equipment; such as tents, and cooking equipment; and to send Scouts to Cub Scout Day Camp, WEBELOS Resident Camp, Cub Scout Resident Camp, Summer Camp, and Winter Camp.

This program is **completely RISK FREE**, because any unsold Camp Cards may be returned.

Community Partners

The Camp Card offers discounts to local, regional, and national businesses in your community. If you know someone that can help secure new vendors for future Camp Cards, please contact Dell Bunker at Dell.Bunker@scouting.org.

Camp Card Chair: One who ensures their Scouts get to camp.

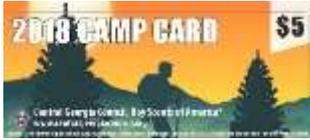
Each unit should have a Camp Card Chair. The Camp Card Chair's sale responsibilities are to manage all aspects of the sale and clearly communicate information about the sale and camping opportunities to your leaders, parents and Scouts.

Details

Camp Cards sell for \$5 each. Units earn 50% commission, or \$2.50 per card sold.

Camp Cards should **ONLY** be sold during the authorized sales period. Cards after these dates diminish in value because the Vendor Offers are good for a shorter period of time.

Scouts are encouraged to sell Camp Cards **MORE** than one at a time. Ask the customer if they would like to buy one for a friend or family member.



Key Dates for the Sale

February 3	Camp Card Distribution
February 9	“On My Honor” Weekly Drawing for \$25 cash for each District
February 16	“On My Honor” Weekly Drawing for \$25 cash for each District
February 23	“On My Honor” Weekly Drawing for \$25 cash for each District
March 2	“On My Honor” Weekly Drawing for \$25 cash for each District
March 2	“On My Honor” Monthly Drawing for \$100 cash for the Council
March 9	“On My Honor” Weekly Drawing for \$20 cash for each District
March 16	“On My Honor” Weekly Drawing for \$20 cash for each District
March 23	“On My Honor” Weekly Drawing for \$20 cash for each District
March 30	“On My Honor” Weekly Drawing for \$20 cash for each District
March 30	“On My Honor” Monthly Drawing for \$75 cash for the Council
April 6	“On My Honor” Weekly Drawing for \$15 cash for each District
April 22	Last Day to Sale Camp Cards
April 27	Deadline for Card Returns & Final Settlement

April 27 Top Seller Prize Awarded:

District Top Seller Award: \$100 cash or a Columbia 18 Speed Bike
(minimum of 250 cards sold)

Council Top Seller Award: \$200 cash or an Altain 818 Drone with Camera
(minimum of 500 cards sold)

On My Honor Drawings

Scouts will be able to submit an “**On my Honor**” form for every 25 cards he sells. “On my Honor” forms will be used to enter the Scouts into weekly drawings.

“On my Honor” Form

Please fill out and submit an “On my Honor” form each time a Scout sells 25 Camp Cards. A Weekly Drawing will be held for each district every Friday during the Camp Card campaign. A Monthly Drawing will be held at the end of every month for the Council during the Camp Card campaign.

Please submit the forms to April Meeks at April.Meeks@scouting.org or fax 478.745.2686.

“On my Honor”

I have sold 25 Camp Cards



Scout's Name: _____

District: _____

Unit Type and Number: _____

“On my Honor”

I have sold 25 Camp Cards



Scout's Name: _____

District: _____

Unit Type and Number: _____

“On my Honor”

I have sold 25 Camp Cards



Scout's Name: _____

District: _____

Unit Type and Number: _____

“On my Honor”

I have sold 25 Camp Cards



Scout's Name: _____

District: _____

Unit Type and Number: _____

Sales Techniques for Scouts

Don't miss this opportunity to use the Camp Card Sale to train your Scouts in public speaking, entrepreneurship, and salesmanship.

Have Scouts role play during your Unit Camp Card Sale Kickoff. For a successful sale, ensure your Scouts:

- Wear their Full Scout Uniform
- Smile, and say their first name.
- Tell Customers which Unit they are with.
- Tell Customers what the Scouts are going to use the money for.
- Remember to try to sell more than one card.
- Close the sale, and always say thank you.



Remember, we are not just selling Discount Cards; We are selling CAMPING!

Ensure that your Scout families understand that they are selling character, they are selling a better community, and they are selling the benefits of Scouting. Emphasize that each card sold helps a Scout go to camp. The reason our sale will be successful is that people in your community want to support Scouting.

Sales Methods

There are 3-Methods of selling Camp Cards:

- Door to door—Take your Camp Cards for a trip around the neighborhood. Don't forget local businesses.
- Show and Sell—Set up a sales booth and sell Camp Cards on the spot.
- Sell at Work—A great way for adults to help their Scout.

Safety and Courtesy

Be sure to review these safety and courtesy tips with your Scouts and Parents.

- Sell with another Scout or with an adult. NEVER SELL ALONE!
- Never enter anyone's home
- Never sell after dark, unless with an adult
- Don't carry large amounts of cash.
- Say thank you, whether or not the person buys a Camp Card.



Your Unit Kick-off

- The objective of your Camp Card kick-off are simple:
- Get Scouts excited about Summer Camp
- Get parents informed about why their sons should attend Summer Camp

How can you ensure a successful kick-off?

- Make sure the kick-off is properly promoted through e-mail and phone.
- Review the presentation with your Cub Master prior to the meeting.
- Be prepared to talk about Summer Camp opportunities.
- Have snacks, drinks, and music.
- Keep it short

Camp Card Kick-Off Agenda



- Grand opening with music, cheers, and excitement.
- Review Summer Camp opportunities.
- Review sales goal and % of scouts to camp goal and explain key dates.
- Check out cards to every Scout.
- Scout Training: Role play Do's and Don'ts.
- Prizes: Review opportunity to scholarship opportunities and weekly drawings.
- Big Finish: Issue challenge to your Scouts and send everyone home motivated.

Follow up after the kick-off with important reminders like dates and family sales goals.

Commission

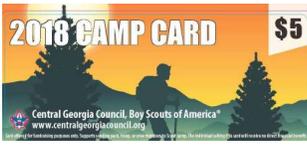
The 2018 Camp Card commission is 50% **IF** your Unit has returned unsold cards, and paid in full by April 27, 2018. We encourage units to set up Scout accounts within the unit so Scouts can pay for summer camp with Camp Card proceeds; however, it is up to the unit to elect to do this, we understand the unit may have another program goal. Units do not have to pay for any cards up front.

Commission drops to 30% **IF** your Unit returns unsold cards, and is paid in full after the April 27, 2018 deadline.

Units will not be able to participate in any Council Fundraisers until all financial obligations are resolved.

Return Policy

Camp Cards may be returned to the Council office without penalty through April 27, 2018. The cards must be in new condition, including all snap-offs still attached. The Council reserves the right to refuse product that has been damaged or rendered unsaleable. **Units are responsible for any cards that are lost, stolen, or damaged.** Be sure Scouts and parents treat each card as if it were a \$5.00 bill.



Camp Card Commitment/Order Form

A Scout is Thrifty...He helps pay his own way!

The Camp Card fundraiser is designed to help Scouts pay their own way.

The Camp Card, with discounts to many local businesses, sells for \$5 each. Units earn 50% commission, or \$2.50 per card sold. All left over cards and money (\$2.50 per card) must be turned in by April 27, 2018. The program is RISK FREE; any unsold cards may be returned.

As Camp Card Chair for my unit, I understand that I am responsible for obtaining a copy of the 2018 Camp Card Guidebook, and sharing its content with the members of my unit.

District: _____ Unit Type/Number: _____
Name: _____ How Many Scouts Selling? _____
Day Phone: _____ Evening Phone: _____

Email Address: _____

Keep in mind that every year since the inception of the Camp Card program, a single Scout has sold over 1,000 Cards.

How many cards does your unit want? _____

Signature: _____

Return this form to April Meeks at April.Meeks@scouting.org or FAX to 478-745-2686



Acknowledgement of Receipt/Return Of Camp Cards

Number of Cards
Issued: _____

I hereby acknowledge receipt of _____ Camp Cards from the Central Georgia Council.

I understand that my unit will receive a 50% commission, or \$2.50 for each Camp Card sold.

I further understand that I am responsible for returning ALL unsold Camp Cards AND \$2.50 for each card sold to the Central Georgia Council by April 27, 2018.

District: _____ Unit Type/Number: _____

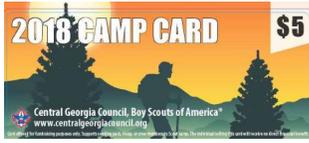
Phone(s): _____

Email Address: _____

Name (Please Print): _____

Signature: _____

Date: _____



Central Georgia Council Camp Card Settlement Form

District: _____ Unit Type/Number: _____

Name (Please print): _____

Phone(s): _____

Email Address: _____

Initial Number of Cards Issued: _____

Additional Cards Issued: + _____

Total Cards Issued: _____

Total Cards Returned: - _____

Total Cards Sold = _____

Amount Due (Total Cards SOLD) x \$2.50 = _____

Signature: _____

Date: _____