

2026 ADVENTURE CARD LEADER'S GUIDE



CENTRAL GEORGIA COUNCIL



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THE Adventure Card Sale

The Adventure Card initiative is designed to help Scouts earn their way to summer camp, high adventure base, unit activities, equipment, membership fees, uniforming, or any other Scouting adventure. Units participating in this program will earn 50% commission (\$2.50) for each \$5 Adventure Card they sell. The sale will begin on February 7 and end on **May 22**, giving units more than 4 months to sell and close out their accounts.

This program is RISK FREE; simply return any unsold cards at settlement on or before **May 22**.

Why EVERY Unit Should Sell Adventure Cards!

Money from the Scouting Adventure Card sales is used to support the local Scouts, units, and council! The ninth point of the Scout Law is a Scout is Thrifty and says, "a Scout learns to pay their own way." If your unit isn't paying 100% of the activities, registration, dues, or other Scouting costs for every Scout, you should be offering Scouting Adventure Cards as a way for a Scout to pay their own way. We have Scouts from across the council who are paying for their own trips such as: Philmont, Sea Base, Summer Camp, Day Camp, National Jamborees, and many other Scouting adventures. Do your part and give our Scouts the opportunities they deserve to earn their own way through Scouting!

Adventure Card Details

The Central Georgia Council Adventure Card is offered at \$5.00 per card. Customers recoup their donation by using the one-time coupons to enjoy multiple food, service, and entertainment discounts throughout the year.

Features of an adventure card sale include the following:

- Unit can earn 50% commission on cards sold.
- Major entertainment & retail discounts make the card desirable.
- Customers receive high value (Tear offs alone account for >\$20).
- Council approved fundraiser (which allows the Scouts to wear their uniform)
- Simplicity in pricing and structure.



Community Partners

Local businesses have offered generous one-time discounts that make the sale of this card a no brainer. Several other partners, right in your own community, have offered discounts that are multi-use all year round. Take advantage of these partnerships to help your Scouts get to Scouting adventures.

Returning partners:



New partners this year!



2026 Adventure Card Timeline

February	
February 7	Adventure Card Kickoff & Distribution; Sales begin!
March	
Monday March 2	Adventure Card Prize Drawing - 1
Monday March 9	Adventure Card Prize Drawing - 2
Monday March 16	Adventure Card Prize Drawing - 3
Monday March 23	Adventure Card Prize Drawing - 4
Monday March 30	Adventure Card Prize Drawing - 5
April	
Monday, April 6	Adventure Card Prize Drawing - 6
Tuesday, April 7	Card Re-Distribution at Scout Office
Monday, April 13	Adventure Card Prize Drawing - 7
Monday, April 20	Adventure Card Prize Drawing - 8
May ***Top Seller prize forms must be submitted online by the unit leader, once all cards/funds are turned in	
Friday, May 22	Deadline for card returns to receive full 50% Commission
Friday, May 29	Deadline for 30% commission
June	
Friday, June 5	Deadline for 15% Commission

Sales Support

We are here to help you!

- 2026 Central Georgia Council Adventure Card Chair: Sheila Sweat 478-804-1644, sweatsheila@gmail.com

Adventure Card District Representatives:

- Oconee: Sheila Sweat 478-804-1644, sweatsheila@gmail.com
- Ocmulgee: Laurie Pippen, 478-258-1453, lauriebpippen@yahoo.com
- Robert L. Scott: Lea Hamm, 478-396-6987, leahamm@gmail.com
- ScoutReach: Tim Harris, 478-319-9314, harris.tim54@gmail.com
- Pine Forest: Alvin Brown, 478-274-1044, alvinbrown214@gmail.com



Adventure Card Coordinator Duties

Camp and Scout Adventures

- Be an expert in camp and Scout adventure opportunities.
- Encourage all your Scouts to select camp that fits their schedule and wants.
- Explain to parents the importance of the outing in Scouting!
- Set a goal for percentage of Scouts attending camp and achieve it!

Card

- Communicate the purpose of the Adventure Card sale and timeline to your Scouts and parents.
- Kick-off the sale with a **BANG**, provide all Scouts with a sales kit of 20 cards.
- Inspect, coach, and praise your Scouts.
- Submit the name of each Scout who sells 20 cards (or multiples of 20) for the weekly gift card drawing.
- Collect all money and turn in the amount due to the Council on time.

Value

Explain to Scouts and their parents that the Adventure Card represents an opportunity to Scouts and value to the community. At 50% commission here is the value.

Scout Handbook = 10 cards

Scout Uniform Shirt = 25 cards

Scout Tent = 50 cards

Cub Scout Resident Camp (avg) = 70 Cards

Scout Camp = 170 Cards

High Adventure Base (approx.) = 1,000 Cards

Teaching the value of “earning your own way” has never been easier.



Adventure Card Coordinator Tips for Increasing Sales

The Unit Adventure Card Coordinator has the responsibility of teaching Scouts how to sell Adventure Cards. To make the most of your sales, every unit needs to employ the following sales methods:

- **SOCIAL MEDIA SALES:** Parents and Scouts are encouraged to share via Facebook and other social media and encourage their friends and followers to purchase a card.
- **STORE FRONT SALES:** Units can set up a sales booth and sell on the spot. Several units have had success with store front sales for selling popcorn and Camp Cards. This can be an effective approach in the right location. Units **MUST** always ask permission from the store manager prior to setting up in front of a store. Central Georgia Council has established a relationship with Bass Pro and Macon Area Ace Hardware Stores for sales. Registration for the time slots can be completed on the Adventure Card page on the www.centralgeorgiacouncil.org.
- **RECRUIT PARENTS:** Parents are a great resource to help Scouts sell Adventure Cards. Encourage Scouts to recruit their parents as part of their sales team. Sell FIVE to your immediate family, sell FIVE to your neighbors, and sell FIVE at work!

We're Selling Camp and Scout Adventures, Not Just Discount Cards

Ensure your families understand that they are selling character, a better community, and the benefits of Scout summer camp and Scout Adventures, not just selling discount cards. Emphasize that each card sold helps a Scout go to camp. The reason our Adventure Card sale will be successful is that people want to support Scouting.

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 enter anyone's home.
- Never sell after dark, unless with an adult.
- Do not carry large amounts of cash.
- Always walk on the sidewalk and driveway.
- Say thank you whether, or not, the prospect buys an Adventure Card.

When participating in a Show and Sell in front of a business:

- Do not bombard or harass or get in customers' or employees' way as they enter or exit the store.
- If another organization has a booth there, do not interfere with their sales or promotions. They have a right to be there too.
- Always follow the Scout Law...A Scout is Courteous and Kind.



Prizes

How to Enter the Weekly "I Sold 20" Adventure Card Prize Drawings:

Parents/Scouts must submit the Scout's name on the online form for the weekly drawings. Links are on the Council website calendar attached to each week's drawing date and are also listed in the Adventure Card webpage menu, and on the Kickoff page. It's simple, just click the link, complete the form, and submit) To be entered in the weekly drawing, the Scout must sell at minimum twenty cards to be entered in that week's drawing. Every multiple of 20 cards sold entitles the Scout to additional entries for that week. (For example, 40 cards sold equals 2 entries for that week). Each week's winner will receive a \$25 gift card. The sales week runs from 12 AM Monday through 11:59 PM Sunday each week prior to the drawing.

Each weekly drawing winner will be notified by either the Adventure Card Chair or a Council staff member. Once informed that they have won, the winning Scout or their parent(s) will be responsible for picking their gift card at the Council office.





TOP SELLER PRIZES:

# of Adventure Cards sold	Prize earned
250 Adventure Cards	\$75 Amazon Gift Card
500 Adventure Cards	\$200 Amazon Gift Card
1000 Adventure Cards	\$400 Amazon Gift Card

Scouts who sell at least a total of 250 Adventure Cards are eligible for a prize in that prize category. Scouts who sell 500 or 1000 + cards may only select one prize. Prizes are not cumulative and there are no substitutions. Top Seller prize forms must be completed and submitted online by the Unit Leader or Unit Adventure Card Coordinator once all Adventure card funds have been submitted; no later than June 5. The prize form is linked to all the Adventure Card Settlement (May 15, 22, 29, and June 5) pages on the Council calendar.

Central Georgia Council will not make exceptions for late entries, whatever the reason.

Top Seller prizes may only be picked up at the Council office by the Unit Leader or Unit Adventure Card Coordinator who completed and submitted the online Top Seller prize form and they will issue the prize to the Top Seller Scout.(they will be notified by either the Adventure Card Chair or a Council staff member when the top seller prizes are available for pickup.)

The unit is encouraged to present the Top Seller with their Top Seller Prize and send a photograph of the presentation to sweatsheila@gmail.com so that the Scout can be recognized on the Council website for their accomplishment.



Commission

The 2026 Adventure Card commission is 50% (\$2.50 per card sold) if your unit is paid in full by Friday, May 22. Commission drops to 30% (\$1.50 per card sold) until Friday, May 29 at 5:00 pm. Commission drops to 15% (\$.75 per card sold) until Friday, June 5 at 5:00 pm. We encourage units to offset the costs of summer camp with Adventure Card proceeds; however, it is up to the unit to elect to do this. We understand the unit may use the proceeds for other adventures. Units do not have to pay for any cards up-front.

Orders & Re-Distribution

The Central Georgia Council Adventure Card order is based off unit orders; a few extra cards will also be ordered. While initial supplies last, extra cards may be secured through the Scout Office or from your Adventure Card District Representative who listed earlier in this Guide. Supplies will be limited unless there is a need for additional cards to be ordered from the printer. *You must pay for your current order to get any additional cards.* Units that have completed their sale and have left-over cards should plan to return unsold cards beginning on April 7. These cards will be re-distributed to units that wish to sell more cards. Units may settle their account at the Central Georgia Council Office either at the Council office or with your Adventure Card District Representative between April 7-May 22.

Return Policy

Adventure Cards can be returned to the Central Georgia Council Office or to your Adventure Card District Representative without penalty between April 7 and May 22. The cards MUST be in new condition (including snap off discounts) when returned or they must be purchased by the unit, otherwise, all cards must be purchased or returned at settlement. Central Georgia Council and/or the Adventure Card District Representative reserves the right to refuse product that has been damaged or rendered unsellable. **The UNIT is RESPONSIBLE FOR PAYMENT for ANY unreturned cards (lost, misplaced, damaged etc.).** Be sure Scouts and parents treat each card as if it were a \$5.00 bill.



Your Unit Kickoff- How to energize your sale!

Your Adventure Card Kickoff has two very important goals:

- Getting your Scouts excited about Scouting adventures and camping and how they can earn their way to their next exciting adventure.
- Informing parents/guardians about why their Scout should have camp and Scout adventure experiences and how the Adventure Card sale helps them pay their way.

How can you ensure a successful kick-off?

- Make sure Kick-Off is properly promoted by e-mail, e-mail groups, and phone.
- Review the presentation with your Cub/Scout Master prior to your unit kickoff. Plan who does what.
- Finalize all unit incentives, sales plans, unit goals, and use of the funds prior to the kickoff.
- Be prepared to talk about summer camp and other Scout adventure opportunities.
- Have **snacks**, drinks, and music; anything to make it FUN!
- Make sure EVERY Scout starts with at least 20 CARDS.
- Keep it short.
- Encourage and assist families/Scouts with setting sales goals.

Adventure Card Kick-off Agenda

We hope this sample agenda helps you plan your kickoff, remember to tailor it to your unit. Packs Troop, Posts, and Crews should have a slightly different kickoff.

1. Grand Opening with music, cheers, and excitement.
2. Check out a SALES KIT to every SCOUT which includes at LEAST twenty cards, and receipts.
3. Review summer camp and Scout Adventure opportunities.
4. Review Sales Goal and explain Key Dates.
5. Train your Scouts and leaders on how to sell the cards. Role play "Sales Do's and Don'ts."
6. Prizes: Share the unit and Council prize opportunities. (Weekly drawings and Top Seller)
7. Big Finish: Issue a challenge to your Scouts and send everyone home motivated to sell.
8. Thank your unit and reinforce the Challenge and benefits.

Follow up after the kick-off with important reminders like dates, family sales goals and prizes Scouts can win. Be sure to promote the "Weekly Prize Drawing" program and the Top Seller opportunity.

CENTRAL GEORGIA COUNCIL BSA YOUTH ADVENTURE CARD RECEIPT

(Scout Parent to Return to Unit Adventure Card Leader)

☐ PACK ☐ TROOP ☐ CREW ☐ POST

DATE _____ DISTRICT _____ UNIT# _____

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ EMAIL _____

Adventure Cards Issued	To be completed upon card turn in												
Total number of Cards Issued this receipt _____	<table style="width: 100%;"> <tr> <td style="width: 60%;">Checks</td> <td style="width: 40%; text-align: right;">\$ _____</td> </tr> <tr> <td>Cash</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td style="text-align: right;">TOTAL</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td colspan="2" style="padding-top: 20px;">_____ Cards Sold</td> </tr> <tr> <td colspan="2">_____ Cards Returned</td> </tr> <tr> <td colspan="2">_____ Total Cards this receipt</td> </tr> </table>	Checks	\$ _____	Cash	\$ _____	TOTAL	\$ _____	_____ Cards Sold		_____ Cards Returned		_____ Total Cards this receipt	
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TOTAL	\$ _____												
_____ Cards Sold													
_____ Cards Returned													
_____ Total Cards this receipt													

I recognize that each of these cards has a cash value of \$5; \$2.50 of the sale of a card stays with the unit/Scout. There is no financial risk to the Scout or their parent(s) if **all** unsold/undamaged cards are returned to the Unit Adventure Card Leader. I will be charged \$5 for every unreturned card, or any cards not returned by Date: _____.

I agree with these terms:

_____ Date: _____

Parent Signature:

***NOTE—A Scout is Trustworthy.** Per the request of the vendors participating in the 2026 Adventure Card and because each Adventure Card has a cash value above and beyond the unit selling price, 100% of unsold Adventure Cards must be returned. The Adventure Card Support Team reserves the right to refuse a product that has been damaged or rendered unsellable.

SHARE THIS INFORMATION WITH YOUR SCOUTS

1. Selling Camp Cards is easy!
2. Most Scouts will be given twenty cards to start. If you sell those cards, get more from your leader. Every 20 cards earn a ticket in the weekly drawing for a \$25 gift card and \$50 toward their Scouting program. Wow! Units can also conduct group sales efforts in front of local stores.
3. Practice your sales presentation with your parents. Use these tips:
 - Stand up straight, still, and proud.
 - Speak slowly and clearly.
 - Tell them the prize or Scout adventure you are trying to earn. Tell them you are earning your way in Scouting.
 - Wear your uniform!
 - Ask if they have any friends who might like some cards.
 - Say “Thank You” and have a nice day! Even if they say, “No”.
4. Remember - the more you sell, the more you can earn!

HERE IS HOW TO DO IT!

(Sample Sales Script)

1. Hello, my name is _____. I’m a Scout with Troop, Pack, Crew# _____.
2. I am selling these Adventure Cards to help me earn money for my Scout adventures and to win gift cards for my sales. This Adventure Card is full of valuable coupons and only costs \$5. Our card includes...(give examples from popular coupons on the card).
3. (Show your prospective buyer your cards!)
4. Each card is only \$5. You can get 2 for \$10! How many would you like? *(Be sure to collect \$5.00 for each card)*
5. **Thank you for your support!**

A Sample Letter to Parents

Dear Parent,

The popular “Adventure Card” sale provides the most exciting, easy, no-risk fund-raising opportunity that the Central Georgia Council – Scouting America offers for Scout units and families. By participating, **your child can earn the money needed for their Scout adventures and they can earn cool prizes too.**

When your child participates, they:

1. Build confidence and communication skills while having the opportunity to talk to others about their Scouting experience.
2. Learn effective salesmanship skills – valuable skills that can last a lifetime!
3. May complete some Scouting achievements or merit badge requirements. (Salesmanship merit badge, etc.)
4. Help earn their way to camp or any Scout adventures.

As a parent, you can help your Scout be successful by:

1. Helping them set a sales goal and encouraging them to reach it. (every 20 cards sold earns them a chance in the weekly council drawing for a gift card)
2. Participating in Show and Sales and taking them door-to-door in your neighborhood to sell.
3. Keeping cards with you at work for co-workers.
4. Encouraging them to do their best!
5. Post on social media a pic of your Scout with Camp Cards “Help my Scout earn their way! How many do you want to buy?”
6. Making sure they wear their uniform to increase their sales.