

CAMP CARD PROGRAM **UNIT KICKOFF**

Welcome and Introductions – It's OK to show excitement!

(Please hold all questions until the end)

- Show prize card – every registered Scout received this prize post card in the mail within the last few days

The Easy Camp Card Sales Plan– *Designed to help Scout's pay their way to camp.*

- **A fundraiser through which Scouts can Earn Their Way To Camp**
- **Easy!**
- **Simple**
- **Fun**
- **Profitable**
- **Localized**
- **Immediate Sale – no delivery**
- **Camp Card** (show the card)
 - Cards are **ONLY \$10.00 each!**
 - Coupons listed on front and back of card (**name them with enthusiasm!**)
 - Coupons are **reusable** – good for one year – until March 31, 2011

Sell Your Cards

- Announce the Unit's Per Scout GOAL – (IT SHOULD BE "AT LEAST ENOUGH CARDS TO EARN A SCOUT'S WAY TO CAMP")
- **Begin Selling Tomorrow**
- Earn \$4 in commission for each CARD sold!
 - Example:
 - ❖ Cub Scout Day Camp costs \$60 – Sell 15 cards
 - ❖ Cub Scout Adventure Camp costs \$80 – Sell 20 cards
 - ❖ Boy Scout Summer Camp costs \$205 – Sell 52 cards
 - ❖ Ranger Camp costs \$285 – Sell 72 cards
 - Having each Scout sell cards:
 - ✓ Develops the Scout!
 - ✓ Gets them more involved in paying their own way.
 - ✓ It's quick and easy

Cover Add On Coupons – One Time Use

Scout Blast

- Each Camp Card entitles the bearer to admission for 4 people to Scout Blast on April 17th at Gwinnett County Fairgrounds In Lawrenceville

Camp Card Program

➤ Selling Tips

Sell in uniform! That is VERY POWERFUL!

Be enthusiastic!

Be familiar with the sales story

Cover your subdivision!

Get out there soon

Parents take them to work!

➤ Safety Tips

Never sell after dark

Do not carry large sums of money with you

Never enter anyone's house

Always sell in pairs or be accompanied by an adult

Awards and Prizes from Northeast Georgia Council

- **ALL** Scouts earn prizes – Show prize card (was recently mailed to each Scout's home)

Fantastic Bonus Plan (FBP)! For Each Scout!

- ❖ Sell 5 Camp Cards and earn the **Patch**
 - ❖ Sell 25 Camp Cards and earn a **\$25 American Express Gift Card**
 - ❖ Sell 50 Camp Cards and earn a **\$ 50 American Express Gift Card**
 - ❖ Sell 100 Camp Cards and earn a **\$100 American Express Gift Card**
 - ❖ Sell 250 Camp Cards and earn a **\$250 American Express Gift Card**
 - ❖ Sell 500 Camp Cards and earn a **\$500 American Express Gift Card**
- (Bonuses are not cumulative)

In Addition!

All Scouts who qualify will **ALSO** be placed into a **Super Drawing!**

- ❖ Sell 50 Camp Cards and be entered to **win \$500 American Express Gift card** (5 Winners selected)
- ❖ Sell 100 Camp Cards and be entered to **win \$1,000 American Express Gift card** (1 Grand Prize!)
- ❖ Scouts cannot combine sales

Money Turn In

- Announce when and where you will collect money for sold cards
- **NO LOST Cards!** – Let parents know that all cards must be returned or paid for

Distribute Camp Cards to Scouts

- Let Scouts and Parents know how to get more cards

Answer Questions???

It is a good idea to let Scouts practice their sales story:

Camp Card Program

The Sales Story

“Hi, my name is _____ and I am a Scout in pack, troop, crew or post #.
“I am selling “CAMP CARDS” to raise money so that I can go to camp “Wouldn’t you like to save money every time you go out to eat? These cards have lots of great discounts for food and other stuff. The card is good for one year and the discounts are reusable. The card sells for only \$10. How many do you need for your family?”

The Sales Story

“Hi, my name is _____ and I am a Scout in pack, troop, crew or post #.
“I am selling “CAMP CARDS” to raise money so that I can go to camp “Wouldn’t you like to save money every time you go out to eat? These cards have lots of great discounts for food and other stuff. The card is good for one year and the discounts are reusable. The card sells for only \$10. How many do you need for your family?”

The Sales Story

“Hi, my name is _____ and I am a Scout in pack, troop, crew or post #.
“I am selling “CAMP CARDS” to raise money so that I can go to camp “Wouldn’t you like to save money every time you go out to eat? These cards have lots of great discounts for food and other stuff. The card is good for one year and the discounts are reusable. The card sells for only \$10. How many do you need for your family?”

The Sales Story

“Hi, my name is _____ and I am a Scout in pack, troop, crew or post #.
“I am selling “CAMP CARDS” to raise money so that I can go to camp “Wouldn’t you like to save money every time you go out to eat? These cards have lots of great discounts for food and other stuff. The card is good for one year and the discounts are reusable. The card sells for only \$10. How many do you need for your family?”