

# Help Scouts earn their way to camp!

The Blue Ridge Council is proud to introduce the 2019 Camp Card Sale to help Scouts earn their way to the adventures of Scouting. Scouts have the opportunity to help themselves attend one of many events offered at Camp Old Indian and the Blue Ridge Council. These adventures include Summer Camp, Cub Resident Camp, Cub Day Camp, NYLT Training and Cub Family Camping. Units who participate in the Camp Card Sale can earn up to 60% commission. The 2019 Sale will run from February 1<sup>st</sup> – April 26<sup>th</sup> giving units over 2 months to sell!

## THE VALUE OF SELLING CAMP CARDS

CUB FAMILY WEEKEND	\$25.00 = 10 CARDS SOLD
WEBELOS WOODS	\$35.00 = 14 CARDS SOLD
CUB DAY CAMP	\$95.00 = 38 CARDS SOLD
CUB RESIDENT CAMP	\$115.00 = 46 CARDS SOLD
BOY SCOUT CAMP @ COI	\$300.00 = 120 CARDS SOLD

The above examples are based on ONE Scout selling and 50% Commissions Earned.

Minimum of 300 Cards Sold by the Participating Unit to earn the 50% commission.

Event costs are estimates of camp fees and do not include costs for t-shirts, late fees or extra program fees.

## 2019 CAMP CARD COMMISSIONS: Camp Cards sold for \$5 each

- BASE COMMISSION IS SET AT 40%
- UNITS SELLING A MINIMUM OF 300 CARDS RECEIVE 50%
- PRE-ORDER 1000 CARDS WITH ZERO CARDS RETURNED RECEIVE 60%

All commissions are based on settling the unit Camp Card account on or before May 3<sup>rd</sup>, 2019. All monies must be accounted for in order to receive the full commission earned. Units unable to settle their account by May 3<sup>rd</sup> will receive a reduction in commission (see pg.2 for details).

Units are encouraged to track each Scouts' sales, so the Scout can pay their way to camping adventures in the Blue Ridge Council. Units may elect to use proceeds in another way but are strongly encouraged to use this fundraiser to help Scouts pay for camping adventures.

**Thank you to all our Sponsors for their  
support with the upcoming 2019 Sale!!!**

**Council-wide Sponsors (Included on all district cards)**

Ingles  
Tractor Supply  
Carolina Fresh Farms  
Papa John's  
Bojangles  
Dave & Buster's  
Greenville Scout Shop  
Camp Old Indian Trading Post

**Anderson**

White Jones Ace Hardware  
Dick's Sporting Goods  
Mellow Mushroom

**Greenville**

Dick's Sporting Goods  
Frugal Backpacker  
Moe's  
Mellow Mushroom

**Long Cane**

Lakeland's Ace  
Moe's  
Waffle House

**Pickens & Oconee**

Newton Ace Hardware  
Dick's Sporting Goods  
Tip Top Cupcake Shop  
Silver Bay  
Mellow Mushroom

**Saluda River**

Robertson Ace  
Dunbar NAPA  
Waffle House  
Arby's  
Vestibule Coffee & Tea

## Unit CAMP CARDMASTER

- Attend the district Camp Card Kickoff in February and pick up your unit's Camp Cards
- Communicate the purpose of the Camp Card sale and how your unit will provide camping opportunities through the sale to Scouts and parents.
- Provide the timeline of the sale including sale end date of April 26<sup>th</sup> and monies/cards due back to unit.
- Kickoff the Unit Camp Card sale with excitement, providing all youth members with a sales kit and at least 10 cards to sell.
- Coach and praise your Scouts weekly. Collect monies and distribute additional cards weekly to ensure a successful unit sale.
- Turn in all monies at the Council Office or district turn-in no later than May 3<sup>rd</sup>.

## CAMPING CHAIRMAN

- Be knowledgeable of all Blue Ridge Council camping opportunities for your Scouts.
- Encourage all your Scouts to participate in at least one camping opportunity during the year.
- Explain to parents the importance of the "outing" in Scouting!
- Set a goal for the unit to have a certain percentage of Scouts attending a camping activity and achieve it.

## Camp Card Key Dates to Remember

<b>February</b>	District Kickoffs, Camp Card Sale Officially begins
<b>April 22-26</b>	District settlement nights held. Leader's Tracking form and all money must be turned in.
<b>April 26</b>	Sale OFFICIALLY ENDS!
<b>May 3</b>	Final Day to receive FULL commission based on total sales.
<b>May 6</b>	<b>GRAND PRIZE DRAWING</b>
<b>May 10</b>	Commission is reduced by 10%
<b>May 17</b>	Commission is reduced by another 10% (total of 20% reduction)
<b>May 24</b>	Commission is reduced by another 10% (total of 30% reduction)

## Orders & Re-Distribution of Cards

The Council placed an order of camp cards based on the 2018 Sale and anticipate that this year's card will produce a higher sale for the council. For the 2019 sale, Units will be issued what they sold in 2018. For example, a unit that sold 101 cards they will receive 101 to begin the 2019 Sale. Units may request additional cards anytime during the sale, however, they must pay a minimum of 50% (\$2.50 per card) above what they sold in 2018. For example, a Unit sold 101 cards and they want 150, they pay \$122.50 for the 49 additional cards.

Units may settle their account any time prior to the May 3<sup>rd</sup>, 2019 deadline.

# How to Sell the Camp Cards

The job of the Camp Cardmaster is simple, to teach your Scouts how to sell. To make the most of your sales opportunities, your unit needs to employ the three sales methods. Create a plan and train your Scouts in all three methods; this will give you the best results.

## **Door-to-Door:**

Take your Cards and sales envelope for a trip around the neighborhood. Highlight the great coupons and that the cards will save them money! Encourage them to buy more than one card because the Break off Coupons can only be used one time and more than pay for the card. Let everyone know you are trying to earn your way to camp.

## **Store Front Sells:**

Set up a sales booth and sell Camp Cards on the spot. This can be an effective approach in the right location at the right time. Focus on multiple locations over the course of the sale. It is important to always ask permission from the store manager prior to setting up in front of a store. Many businesses including Dick's Sporting Goods have policies that prohibit store front sales (DO NOT CONTACT DICK'S SPORTING GOODS as this could jeopardize our current relationship). Also, it is important to check with your district as many have district signup sheets for store fronts that must be signed up for at the district. Locations to consider include Walmart, Lowe's, Sam's, Tractor Supply, Grocery Stores etc. Again, make sure you have permission prior to setting up in front of any stores.

## **Sell at Work:**

A great way for mom and dad to help their Scout is to sell at work. Mom and Dad are encouraged to take Camp Cards to work and ask co-workers to purchase the cards. Remember, you are actually saving people money and who doesn't want to save money?

## **Safety and Courtesy**

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

- Always sell with another Scout or with an adult – NEVER alone.
- Never enter someone's home.
- Never sell after dark, unless you are with an adult.
- Don't carry large amounts of cash.
- Always walk on the sidewalk and driveways – stay off the grass.
- Be careful of dogs while selling.
- Say THANK YOU even if they don't buy a card.

## **We are Selling CAMP not just Camp Cards**

Ensure your Scout families understand that they are selling character, they are selling a better community, and they are selling all the benefits of Scouting and the camping activities; NOT just a Camp Card. Emphasize that every card sold helps a Scout go to camp. The reason our sale will be a success is that people want to support Scouting as much as they want to buy a camp card.

**For more information on the Camp Card Sale, contact your District Executive  
or contact the Blue Ridge Council office: 864-233-8363**

# Your Unit Kickoff – How to excite your Scouts!

## The objectives of your Camp Card Kickoff are simple:

- Get Scouts excited about camping and how they can earn their way to camp!
- Get parents informed about why their son should have a camp experience.

## How can the Camp Cardmaster ensure a successful kickoff?

- Make sure the Kickoff is properly promoted through email, leaders, flyer and phone.
- Review the presentation with your unit leaders prior to the kickoff. Plan who is to do what and determine how the unit will use commission.
- Be prepared to talk about camping opportunities.
- Have snacks, drinks, maybe some music and make it FUN!
- Make sure EVERY Scout gets a Sales Envelope and 10 Camp Cards to sell.
- Have a Unit and Scout Goal!
- Have a Unit Level incentive/prize – Packs – a Bike or Gift Card; Troops – Camp Scholarship or Gift Cards – 1 chance for every 5 or 10 cards sold-everyone has a chance.
- Keep it short – Make it FUN!

## Camp Card Kickoff Agenda

1. Grand Opening with music, cheers and excitement – Give me a “C”, Give me a “A” etc.
2. Review with Parents and Scouts the camping opportunities within your unit.
3. Review the Unit Sales Goal and explain “key” dates.
  - a. Provide Money Turn-In weekly
  - b. Provide additional card checkout weekly
  - c. Provide Store Front Dates (key to increase sales)
4. Scout Training on how to sell the camp cards: “do’s and don’ts”
5. Prizes: Review any Unit Prizes and Grand Prize opportunities.
6. Finish BIG: issue a challenge to your Scouts and send everyone home motivated to sell.
7. Check out a Sales Envelope to every Scout with 5 to 10 Cards prior to leaving the kickoff meeting.
8. Thank your Scouts and Parents!

# Sales Techniques for Scouts

**Don't miss the opportunity to use the Camp Card sale to train your Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort and your sales will improve.** Camp Card sales may also qualify for some requirements towards the Salesmanship Merit Badge and other advancement opportunities.

- Have Scouts role play and practice during the kickoff.
- Find a way to make training fun and reward Scouts who do a good job.

## Have your Scouts practice these simple steps:

- Wear your Uniform.
- Smile and say- "Hello, my name is \_\_\_\_\_. I'm a Scout with (Pack/Troop /Crew) \_\_\_\_\_ .
- Tell them what you are doing – I'm trying to raise money so that I can attend summer camp this summer.
- Tell them what they can do to help – I'm selling Camp Cards that will not only help me go to summer camp but will help you save money as well.
- Point out a couple of the valuable coupons.
- Close the sale and say Thank you!

## Other Tips for Selling Cards

### Do the following:

- Sell 15 to your Family
- Sell 15 to Friends and Neighbors
- Have mom and dad each sell 10 at work

## Additional Unit Incentives

### Unit Ice Cream Party

The top selling Troop and Pack within the Blue Ridge Council will receive an Ice Cream party courtesy of the Blue Ridge Council. The top selling troop will be recognized for their sale during their week of summer camp at Camp Old Indian and the top selling Pack will receive their Ice Cream party during a Summer Time Pack Activity of their choice. The ice cream party recognition requires a minimum sale of 500 cards and will be determined from unit sales received in the council office on May 3<sup>rd</sup>.

### TOP SELLING SCOUT AND GRAND PRIZE DRAWING!

EVERY Scout who sells a minimum of 50 cards is eligible for the GRAND PRIZE drawing! For each additional 50 cards sold, Scouts will receive an additional entry. Sell 250 cards you now have 5 chances to win. GRAND PRIZE drawing will be held on May 6<sup>th</sup>, 2019 and the council will award ONE winner for Cub Scouts and ONE winner for Boy Scouts/Venturers. Each winner can also choose their choice of a DRONE w/camera or GoPro Camera.

# 2019 Blue Ridge Council Camp Card Unit, Parent or Volunteer Commitment Form

## Sign Up by Before your February District Kickoff

Sale is from February 1<sup>st</sup> -April 26<sup>th</sup>.

### 2019 Camp Card Commissions

- Base Commission will be set at 40%
  - Sell 300 Cards receive 50%
  - Sell 1000 Cards Return 0 receive 60%

### Unit, Parent, or Volunteer Information

Unit Type: Pack      Troop      Team      CrewPost  
(Please circle one)

Unit #: \_\_\_\_\_ District: \_\_\_\_\_

# Of Active Scouts: \_\_\_\_\_ Our Gross Sale Goal is: \_\_\_\_\_ (# of Cards) \$ \_\_\_\_\_ (Total Dollars)

How many cards would your unit like to start the campaign with? \_\_\_\_\_

Date of unit Kickoff: \_\_\_\_\_ Time: \_\_\_\_\_

Location \_\_\_\_\_

### Unit, Parent, or Volunteer Camp Card Contact information:

Name: \_\_\_\_\_ Position in Unit: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Cell Number: \_\_\_\_\_ Work Number: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Please return to:

Blue Ridge Council 1 Park Plaza Greenville SC 29607 or email Lori Maguire at [Lori.maguire@scouting.org](mailto:Lori.maguire@scouting.org)

# CAMP CARD RECEIPT

## Complete upon Camp Card pick-up

(District Executive to turn in to Blue Ridge Council)

PACK    TROOP    CREW    SHIP    TEAM    POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Camp Cards Issued  
Total Number of Cards Issued this receipt

\_\_\_\_\_

- I recognize that each of these cards have a cash value of \$5.
- Our unit will close out our account (money turned in) by May 3<sup>rd</sup>, 2019.

I agree to these terms \_\_\_\_\_ Date: \_\_\_\_\_

Leader, Parent, or Volunteer Signature

Position: \_\_\_\_\_



# 60% Commission CAMP CARD RECEIPT

## Complete upon 1000 Camp Card pick-up

(District Executive to turn in to Blue Ridge Council)

PACK    TROOP    CREW    SHIP    TEAM    POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

**\*\* 1000 Camp Cards Issued**  
**For the 60% Commission agreement.**

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- I recognize that each of these cards have a cash value of \$5.
- I recognize that our Unit **CAN NOT** return any of the camp cards with this 60% Commission agreement.
- Our unit will close out our account (money turned in) by May 3<sup>rd</sup>, 2019.

I agree to these terms \_\_\_\_\_ Date: \_\_\_\_\_  
Leader, Parent, or Volunteer Signature

Position: \_\_\_\_\_

**\*\*agreeing to sell 1000 cards for the 60% commission also means you are agreeing to return ZERO cards at the end of the fundraiser.**

# YOUTH CAMP CARD RECEIPT

(Scout Parent to turn in to Unit Camp Card Leader)

PACK    TROOP    CREW    SHIP    TEAM    POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Camp Cards Issued	To be completed upon card turn in	
Total number of Cards Issued this receipt  _____	Checks	\$ _____
	Cash	\$ _____
	<b>TOTAL</b>	<b>\$ _____</b>
	_____ Cards Sold	
	_____ Cards Returned	
	_____ Total Cards this receipt	

I recognize that each of these cards have a cash value of \$5. There is no risk if all unsold cards are returned to our unit by April 22<sup>nd</sup>. By signing below, I recognize that I will be charged \$5 for every unreturned card, or any cards not returned by April 22<sup>nd</sup>.

I agree to these terms: \_\_\_\_\_ Date: \_\_\_\_\_  
Parent Signature

Name of Youth: \_\_\_\_\_

**\*NOTE—Per the request of the vendors participating in the 2019 Camp Card and because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to our unit by April 22<sup>nd</sup>. This will allow our unit to reconcile our account with Blue Ridge Council by May 3<sup>rd</sup>, 2019.**

# BLUE RIDGE COUNCIL UNIT CAMP CARD SETTLEMENT RECEIPT

(Camp Cardmaster please fill out this form and return to Council with final payment on or before May 3, 2019)

PACK    
 TROOP    
 CREW    
 SHIP    
 TEAM    
 POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Camp Cards Issued	To be completed when settling account								
<p style="text-align: center;">Total number of Cards Issued to Unit</p> <p style="text-align: center;">_____</p> <p style="text-align: center;"><b><u>2019 Camp Card Commissions</u></b></p> <ul style="list-style-type: none"> <li>● Base Commission will be set at 40%               <ul style="list-style-type: none"> <li>● Sell 300 Cards receive 50%</li> <li>● Sell 1000 Cards Return 0 receive 60%</li> </ul> </li> </ul>	<table style="width: 100%;"> <tr> <td>Checks</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td>Cash</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td>Credit Card</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td style="text-align: center;"><b>TOTAL</b></td> <td style="text-align: right;"><b>\$ _____</b></td> </tr> </table> <p>_____ Cards Sold</p> <p>_____ Cards Returned</p> <p>_____ Total Cards this receipt</p>	Checks	\$ _____	Cash	\$ _____	Credit Card	\$ _____	<b>TOTAL</b>	<b>\$ _____</b>
Checks	\$ _____								
Cash	\$ _____								
Credit Card	\$ _____								
<b>TOTAL</b>	<b>\$ _____</b>								

I recognize that each of these cards have a cash value of \$5. There is no risk if all unsold cards are returned to the Blue Ridge Council Office by May 3, 2019.

Print Name and Unit Position: \_\_\_\_\_

I agree to these terms: \_\_\_\_\_ Date: \_\_\_\_\_

Signature

**\*NOTE—Per the request of the vendors participating in the 2019 Camp Card and because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to the Blue Ridge Council by May 3<sup>rd</sup>, 2019.**



