

# CAMP CARDS FUNDRAISER



SAMPLE CARD

## Camp Card Sale

The Camp Card initiative is designed to help Scouts earn their way to summer camps, high adventure, Webelos camp or Cub day camp. Units participating in this program will earn 50% commission (\$5.00) for each \$10.00 camp card they sell. The sale will begin now and will close on July 31, 2024, giving units more than 2 months to sell and close out their accounts. **New this year --> each card also includes 500K+ saving opportunities for nationwide discounts.**

*This program is RISK FREE, simply return any unsold cards at settlement on or before July 31, 2024.*

## 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.

### Follow Six Simple Steps:

- Wear your uniform.
- Smile and tell them who you are – name only!
- Tell them where you are from (unit within Scouting).
- Tell them what you are doing (earning money for Scout camp, day camp, etc.)
- Tell them what they can do to help (save money with the Camp Card).
- Close the sale and **thank them**.



### We're Selling Camp Not Just Discount Cards

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

## How to Sell Camp Cards

**Door to Door** - Take your SALES KIT and Cards for a trip around the neighborhood. Highlight the top coupons on your card as you present it.

**Show & Sell** - 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, but don't hang your hat on this approach alone. Focus on multiple locations at the same time. Be sure not to over schedule Scouts. Please do not sell cards in front of any business without their permission.

**Sell to Family and Friends** - A great way for Mom and Dad to help their Scout. Have Mom & Dad take the SALES KIT to work, or contact family and friends out of the area. Each card has also digital codes for nationwide discounts.





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## Value

The Camp Card represents opportunity to Scouts and value to the community. At 50% commission here is the value\*

**\$100 Cub Day Camp (avg) = 20 Cards**

**\$275 Webelos Outdoor Adventure Camp (Scout \$200, Adults \$75) = 55 Cards**

**\$725 Scouts BSA Camp (approx. depending on the camp location) = 145 Cards**

**\$2,500 Philmont (approx) = 500 Cards**

*\*The 2024 Camp Card commission is 50% if your unit is paid in full by July 31st at 5:00 pm. We encourage units to offset the costs of summer camp with Camp Card proceeds; however, it is up to the unit to elect to do this.*

***“In Scouting, Scouts learn how to earn their own way!”***

## Prizes

### **Scout Incentives**

- For **every 100 cards** a scout will receive a **\$25 Scout Shop gift card**.



### **BIG PRIZE!!!**

- For **every 20 cards sold a scout will enter to our BIG PRIZE drawing** held at the end of the sale. For example, if a scout sells 45 cards, his/her name will enter to the drawing 2 times for a chance to win a **Sleeping Bag or a Backpack** of their choice from the Gold Dust Scout Shop.

### **Unit Incentives**

- Sell a total of **500 cards**, the unit will get a **\$100 in the Gold Dust Scout Shop**.
- Sell a total of **1000 cards**, the unit will get a **\$250 in the Gold Dust Scout Shop**.

## Sales Support

Contact Kelly Osterhout or Marisol Gonzalez with any questions! Reach Kelly by [kelly@bluesierrafoods.com](mailto:kelly@bluesierrafoods.com) or cell at **(209) 614-6194**. You can contact Marisol by [marisol.gonzalezcuevas@scouting.org](mailto:marisol.gonzalezcuevas@scouting.org), phone **(209) 566-7720**, or cell **(209) 637-3949**. We are here to help you!!

**PREPARED. FOR LIFE.**

***Thank you for your support of Scouting!***