

Tukabatchee Area Council PRESENTS



Sales Period: January 9th - April 3rd

Sell Cards. Earn Money. Have Adventures of a Lifetime!

Introducing the 2020 Camp Card!

- Scouts earn their way to Summer Camp and additional programs and activities throughout their Scouting year.
- Units/Scouts participating in this program will earn 50% commission (\$2.50) on each sold \$5 Camp Card.
- The sale will end on April 3rd, giving units a great window of opportunity to sell and pay for Camp!

<p>2020 CAMP CARD BOY SCOUTS OF AMERICA TUKABATCHEE AREA COUNCIL RIVER REGION</p> <p>BY PURCHASING THIS CARD YOU ARE HELPING SCOUT UNITS EARN THEIR WAY TO CAMP! CARD OFFERS 10% DISCOUNT OFF ALL PURCHASES OF \$25 OR MORE. (SEE BACK FOR DETAILS) 10% OFF DISCOUNT 1/1/2020-12/31/2020</p> <p>\$5.00</p>	
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***Every Scout
Deserves To Go To Camp***

Value

Selling Camp Cards is more than another fund-raiser. It is a great way to teach Scouts responsibility and how to “earn” their way. It is also a great chance to help save parents from paying additional expenses for Summer Camp. While designed to help Scouts raise funds to attend camp, those funds may be used for any Scouting use – camping equipment, uniforms, books, etc.

The Camp Card serves as an opportunity to Scouts and a value to the community!

Pay For Scouts BSA Summer Camp	Sell 175 cards
Pay For Webelos Camp	Sell 110 cards
Pay For Cub Camp	Sell 100 cards
Pay For NYLT	Sell 175 cards



***We're Selling Value of the Scouting Camp Experience;
Not just Discount Cards!***

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

PRIZES!!!

Go to camp for **FREE!**

In addition to 50% commission, scouts selling 50 or more cards will qualify for a prize.

Choose Wisely! You can only select one!

Sell This!	Get This!
50 Cards	\$10.00 Gift Card
100 Cards	Cub Camp
110 Cards	Webelos Camp
175 Cards	Scouts BSA Summer Camp OR NYLT

(Only one prize per Scout. Scholarships have no cash value, so they cannot be transferred to another Scout or Camp).

Prize Drawings

"I Sold 25"—When a Scout sells 25 cards, simply fax or email the enclosed **"I Sold 25"** form. This will register the Scout for the **"Mid-Sale Drawing"** (March 13th) and **"End of Sale Drawing"** (April 3rd).

All entries from the first drawing will remain eligible for the final drawing. Scouts may continue to earn an entry for every 25 cards sold. ***Prizes will include a \$100 Gift card for each Drawing!***



Your Unit Kickoff

The objectives of your Camp Card kick-off are simple:

- Get Scouts excited about summer camping opportunities.
- Get parents informed about why their son should attend summer camp.

How can you ensure a successful kick-off?

- Make sure the kick-off is properly promoted through e-mail, e-mail groups, web and social media if used, and phone contact.
- Review the presentation with your unit leader prior to the meeting. Plan who is doing what.
- Determine what the base “per Scout” sales goal is. A minimum goal of 10 cards sold per Scout is recommended as a starting point. Tailor the number to match your group dynamics.
- Be prepared to talk about summer camp opportunities including Cub Camp, Webelo Resident Camp, Scouts BSA Summer Camp, and NYLT.
- Have snacks, drinks, and music.
- Make sure EVERY Scout gets at least 10 CARDS.
- Keep it short.

How to Sell Camp Cards

Create a plan and train your Scouts in all three methods; this will give you the best results.

- **Door to Door.** Take your Camp Cards for a trip around the neighborhood. Highlight the great discounts!
- **Show & Sell.** Set up a sales booth and sell Camp Cards on the spot. Please call ahead and reserve a date and time period with store management. *Bass Pro Shops* (Shirley Wills 334-290-6402), *Renfro's*, *Tractor Supply Company* (see below for contact information), and *Russell Do-it Center* are excellent opportunities. 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.
- **Sell at Work.** A great way for parents to help their Scout. Have parents take the Camp Cards to work. Consider asking employers to support Scouting through bulk purchases for employee incentives.

Chartering Organizations: Ask your chartering organization to help promote the Camp Cards to their membership.

Multiple Sales: Be sure to ask “How many Camp Cards would you like to buy?” Explain how having multiple cards can bring additional savings via the one-time snap-offs. They make GREAT gifts, too!

Tractor Supply Co. Contacts for Show & Sell

City	Phone number	Contact/Manager
Greenville	334-382-1137	Jane
Montgomery	334-288-1453	Brandy
Selma	334-877-1440	Jerry
Millbrook	334-290-0180	Carlton
Clanton	205-280-8782	John
Tallassee	334-252-0203	Diane
Alexander City	256-329-9536	David

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.
- Don't carry large amounts of cash.
- Always walk on the sidewalk and driveway.
- Be careful of dogs while selling.
- Say thank you whether or not the prospect buys a Camp Card.

Checkout and Return of Cards:

If a unit does not sell all the cards, return them to the Scout office by the due date of April 3rd, 2020. In order to return cards, they must be intact as they were issued to you. Please make sure you have a sales plan and a method of distribution prior to checking out cards. We want to ensure each member has an opportunity to sell. In the event you need additional cards, simply come to the Scout office and fill out the appropriate paperwork to receive additional cards. Be sure Scouts and parents treat each card as it were a \$5.00 bill.

For more information or questions please contact:

Denise Miller 334-262-2697 or denise.miller@scouting.org



A Scout is thrifty...

I Sold 25! Form

Tukabatchee Area Council—Boy Scouts of America

Send completed form to Council Service Center at:

Email: Tim Neeck at Tim.Neeck@scouting.org

Mid-Sale Drawing Held March 13, 2020

End of Sale Drawing Held April 3, 2020

	Name	Street Address	Phone #
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			

Scout's Name _____ Unit Type _____ Unit # _____

Mailing Address _____ Phone # _____

Email _____ District _____

Certified Signature _____ (Parent or Unit Leader)

YOUTH CAMP CARD RECEIPT

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

DATE _____ UNIT # _____ UNIT TYPE _____

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

Camp Cards Issued

Total number of Cards Issued
this receipt

To be completed upon card turn in

Checks \$ _____

Cash \$ _____

TOTAL \$ _____

_____ 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 to our unit as long as all unsold cards are returned to our unit. By signing below, I recognize that our unit will be charged \$2.50 for every unreturned card.

☐ Our unit will close out our account (money/unsold cards turned in) by _____.

I agree to these terms: _____ Date: _____

Name of Youth: _____

NOTE: Per the request of the vendors participating in the 2020 Camp Cards, 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. This will Allow our unit to reconcile our account with the Tukabatchee Area Council by April 3rd.

