

2019 Camp Card

Circle Ten Council, Boy Scouts of America

HOW THE CAMP CARD SALE WORKS:

- The Camp Card is designed to help units fund their way to 2019 Camp programs but may be used as the unit committee sees fit.
- This is a Risk Free Unit Sales project where units check out Camp Cards and return any Camp Cards not sold.
- Each Camp Card will sell for only \$10.00 to the general public and will have multiple food, service and entertainment discounts for the customer to use throughout the year.
- The participating unit will keep 50% commission (\$5.00) for each Camp Card sold!
- Every unit will have the opportunity to sell in front of Dick's Sporting Goods and Lowe's locations during the sale.

2019 Camp Card Timeline:

February 20	Council Camp Card Kickoff— Camp Cards distributed and Camp Card Sales Begin
May 17	Last day for Units to turn in money and unsold Camp Cards (*Note—Units keep commissions and only turn in unsold cards & money due council)
May 18	Commission drops to 35% commission
May 31	Last date to enter online Unit Top 3 Salesmen to be eligible for Top Sellers
May 31	Commission drops to 25% commission
June 7	Youth and Unit incentive drawings held

How to Implement Camp Card sales for your Unit:

1. Determine NOW the camp programs your youth plan to participate in for 2019
2. Determine the number of active youth in your program
3. Set a per youth sales goal (number of Camp Cards he/she should sell)
4. Set an overall unit sales goal
5. Communicate unit needs clearly with each youth and parent
 - a. Explain how the sale of Camp Cards teaches youth the value of earning what they want
 - b. Explain exactly where the unit plans to allocate the revenue generated from the sales (i.e. Camp fees, uniform, unit trailer, etc.)
6. Communicate Camp Card calendar clearly with all youth and parents
 - a. Have a Kickoff for your unit
 - b. Have a Turn-In date for money and unsold Camp Cards

Unit Sales Incentives:

- Sign-up by February 15th and settle your account by May 17th to receive 50% commission throughout the entire sale
- Sign-up by February 15th, settle your account by May 17th and sell a minimum of 250 Camp Cards and be in a drawing for a \$250 Gift Card

Youth Sales Incentives:

- Sell 25 Camp Cards and you will be eligible for the 12 weekly drawings (March 1st – May 17th) for a \$25 Walmart Gift Card and Wendy's Gift Card. For every 25 cards you sell you will be entered into the weekly drawings.
- Prizes will be awarded to the Top Cub Scout and the Top older youth salesman in each district.
- Prizes will be awarded to the Top 100 youth salesman
- In addition to being entered into the weekly drawings for every 25 Camp Cards you sell, you will be entered into our grand prize drawing for your choice of an Go Pro HERO7, Oculus Rift Virtual Reality Headset with Touch Virtual Reality System, X-Box One X or \$300 gift card; the Grand Prize drawing will be held on June 7th.

If you have any questions, please contact Keri Payne, or 214-902-6758 or Karen Thunert, 214-902-6721.