



Help Scouts earn their way to camp!

Tidewater Council is pleased to introduce the 2023 Camp Card Sale to help Scouts earn their way to the adventures of Scouting. This fundraiser is absolutely RISK-FREE.

What is a Camp Card? Camp Cards are cards that offer valuable discounts to local retailers. Some of the discounts are single-use, while many can be used throughout the year. Scouts sell the cards to family, friends, neighbors, and community members. Units earn a sales commission, which they can use to pay for camping adventures.

FAST FACTS

Retail value of one Camp Card: \$10.00

Unit commission: 50% (\$5.00 per Camp Card)

Sales dates: February 1 – June 14, 2023

Deadline for payments and returns June 14, 2023

RETURN POLICY

Unsold Camp Cards can be returned at no cost to the units if received no later than **June 14, 2023**. The unit must return cards in their entirety, including all break-off coupons. The unit is responsible for any unreturned cards (lost, misplaced, damaged, etc.).

THE VALUE OF SELLING CAMP CARDS

The unit's sales commission can be used to pay for camping and outdoor activities. For example, selling four Camp Cards would earn a commission of \$20.00, the cost of registering for Cub Family Camp. Units may elect to use proceeds in another way; but, are strongly encouraged to use this fundraiser to help Scouts pay for camp.

Example costs of upcoming camping events:

Cub Family Camp	\$18.00 = Commission from 4 cards sold
Zomboree	\$28.00 = Commission from 6 cards sold
Winter Camp	\$86.00 = Commission from 18 cards sold
Day Camp	\$125.00 = Commission from 25 cards sold
Cub Scout Resident Camp	\$175.00 = Commission from 35 cards sold
Summer Resident Camp	\$380.00 = Commission from 76 cards sold

KEY DATES

January 31 at 7 PM

Camp Card Training
Council Service Center or via
Zoom Meeting

February 15:

All camp card contracts should be submitted to your district Camp Card chair or district executive.

February – June:

Units pick-up and sign out cards at **February Roundtable**
Additional check-out opportunities are available by contacting your district executive.

February 1:

Camp Card sale begins.

June 14:

Camp Card sale ends.
Final date for return of unsold cards.
Final payment date.
Incentive items will be honored if
unit returns all unsold cards and
payment by June 15, 2023.

HOW DOES MY UNIT SELL CAMP CARDS?

1. Learn All About the Camp Card Sale

- The advantages of a Camp Card sale
- How to turn your Scouts into great salespeople
- How to use the online feature on the card to increase sales
- Key dates of the Camp Card Sale
- How to get started

Camp Card Kick-off and Training

January 31 at 7 PM

Council Service Center or via

Zoom link:

<https://us02web.zoom.us/j/82420829062?pwd=Y1ISSnZFZU56Y1p3U2hqBjJkVHY0dz09>

Meeting ID: 824 2082 9062

Passcode: campcard

2. Sign Up to Get Camp Cards

You will receive a Camp Card Contract in a fillable PDF format. Each pack, troop, crew, ship, or post will complete a contract and email it to your district Camp Card chair of district executive.

3. Get Your Camp Cards

Initial card distribution will take place in **February at District Roundtables.**

Additional check-out opportunities are available by contacting your district executive.

4. Sell All of Your Camp Cards and Get More Camp Cards!

Units may request additional cards anytime throughout the sale by contacting their district executive. Units must remit payment for prior distributions before receiving an additional distribution.

TIPS FOR A SUCCESSFUL SALE

- Identify a Unit Camp Card Chair who will attend a Camp Card Training webinar, oversee the unit's supply of cards, and manage funds.
- Use the Camp Card Sale to train Scouts in public speaking, sales, service, and courteousness:
 - Role play and practice.
 - Scouts should wear their uniforms while selling Camp Cards.
 - Always say "thank you," even to those who do not buy a card.
 - Ensure Scout families understand they are not just selling Camp Cards – they are selling character, a better community, and all the benefits of Scouting. Emphasize that every card sold helps a Scout go to camp.
 - Camp Card sales may qualify for some requirements towards the Salesmanship Merit Badge.
- Use a variety of sales methods:
 - **Door-to-door**
 - **Store front sales** – Always ask permission from the store manager in advance.
 - **Sell at work** – Parents and guardians offer their coworkers the opportunity to buy a card.
- Observe youth protection and safety procedures:
 - Two-deep leadership.
 - No one-on-one contact.
 - Never sell alone.
 - Never enter someone's home.
 - Never sell after dark.
 - Don't carry large amounts of cash.
 - Always walk on sidewalks and driveways – stay off the grass.
 - Be careful of dogs while selling.

ROLE OF THE CAMP CARD CHAIR

- Attend one of the Camp Card Trainings.
- Tell Scout families the purpose of the Camp Card Sale and how the unit's sale will help provide camping opportunities for the Scouts.
- Communicate the timeline of the sale, including sale end date and deadline to return money and extra cards.
- Kickoff the sale with excitement.
- Coach and praise Scouts weekly.
- Collect money and distribute additional cards weekly.
- Turn in all money and unsold cards **no later than June 14, 2023.**

HOW TO HOLD A UNIT CAMP CARD KICKOFF

- Promote the kickoff in advance to Scout families through email, flyers, and phone calls.
- Review the presentation with unit leaders prior to the kickoff.
 - Everyone's role in the presentation.
 - How the unit will use its commission.
 - Sales goals for the unit and for the Scouts.
 - Details of any unit prize or incentive plan.
- Make it fun with prizes. Make the video presentation interactive and entertaining.
- Sample agenda:
 - Talk about the camping opportunities for the Scouts.
 - Explain key dates and details of the sale (weekly money turn-in, how to check out additional cards, dates for store front sales, unit prize or incentive plan).
 - Review sales goals.
 - Train Scouts how to sell. Have Scouts practice a simple sales pitch. For example:

Hello, my name is _____.

I'm a Scout with (Pack/Troop/Crew/Ship/Post) _____.

I'm trying to raise money to attend summer camp this year.

I'm selling Camp Cards that will not only help me go to summer camp, but also will help YOU save money.

(Point out a couple of the valuable coupons. Close the sale and remember to thank the customer.)

- Make sure every Scout gets an allotment of cards to sell. It is suggested to start with five cards per Scout. Encourage them to sell all five by the next meeting!
- Thank everyone for attending.

Incentive

Win an Oculus! Entry will be drawn June 16, 2023.

For every 25 Camp Cards that an individual Scout sells will receive an entry ticket into a drawing for an Oculus (2nd entry at 50, 3rd entry at 75, etc.).

Sell 10 camp cards and receive a patch

Sell 50 camp cards and receive a movie ticket

Sell 75 camp cards and receive a \$25 Amazon gift card

The Fine Print: Payment for the Camp Cards must be remitted to obtain the entry tickets. Entries for the drawing must be received by 5 PM on Thursday, June 15, 2023. Scouts may enter multiple times. The winner must authorize the use of their name, image, and testimonial in future promotions.

Tidewater Council, BSA

2023 Unit Camp Card Record

(District Executive submits to Tidewater Council Development Director)

PLEASE USE THIS FORM TO KEEP TRACK OF CARD TRANSACTIONS FOR ONLY ONE UNIT

PACK
 TROOP
 CREW
 SHIP
 POST

DATE _____ DISTRICT _____ UNIT# _____

NAME _____ POSITION _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____ BEST PHONE _____

Email (please print) _____

Agreement: By signing for the Camp Cards below, your Unit is accepting full responsibility of ALL cards issued and will either pay the full amount due for ALL cards issued and/or return ALL cards NOT sold.

# Cards Issued	Issue Date	Received By (please print)

AUTHORIZED BY: _____

----- Office Use Only -----

Date	Cards Sold	Money Submitted	# Cards Returned	Receipt #	Balance Outstanding

***NOTE—Per the request of the vendors participating in the 2023 Camp Card and because each Camp Card has a cash value above and beyond the unit selling price, 100% of all unsold Camp Cards must be returned to Tidewater Council by June 14th, 2023.**

2023 Camp Card Sale - Scout Sales Report

District: _____

Date turned in to Council: _____

Unit Type: Pack Troop Crew Ship Post Unit #: _____
 (circle one)

Grand Prize Drawing: Oculus!

Scouts receive ONE entry for EVERY 25 cards sold! (example: 100 sold cards = 4 chances to win)

Scout's Name	Total # Cards Sold
TOTALS	

Return completed form to your District Executive with all money/cards by June 14th

Address: 1032 Heatherwood Drive, Virginia Beach, VA 23455



Camp Card "Drive for 25" Achiever

ADMIT ONE

Scout Name: _____

Unit #: _____ Click: Pack Troop Crew Post Ship

Unit Leader Name: _____

ADMIT ONE



Camp Card "Drive for 25" Achiever

ADMIT ONE

Scout Name: _____

Unit #: _____ Click: Pack Troop Crew Post Ship

Unit Leader Name: _____

ADMIT ONE



Camp Card "Drive for 25" Achiever

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Unit #: _____ Click: Pack Troop Crew Post Ship

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Camp Card "Drive for 25" Achiever

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Scout Name: _____

Unit #: _____ Click: Pack Troop Crew Post Ship

Unit Leader Name: _____

ADMIT ONE

