



# **Illowa Council 2018 Camp Card Guide**

## The Camp Card Sale

The Camp Card initiative is designed to help Scouts earn their way to camp, whether it be district events, Day Camp, Cub resident camp, Boy Scout summer camp, or even a National High Adventure Base.

Units participating in the program will earn 50% commission for every card sold. The remaining will go to the Council to help make improvements to Camp Loud Thunder. The sale will begin March 12th and units will have until May 21<sup>st</sup>, giving 10 full weeks to sell and close out their accounts. The camp cards have tons of great discounts, making them worth many times the \$5 investment. This sale is RISK FREE if the Unit balance is paid in full and any unsold cards are returned on or by May 21<sup>st</sup>, 2018.

## Commission

Units will earn a 50% (\$2.50) commission for each card sold, and they will be able to pick up the camp cards at the beginning of the sale and return any unsold cards (in resalable condition) no later than May 21<sup>st</sup>. The unit will be expected to pay in full when cards are returned at the end of the sale.

<u>Sell</u>	<u>Earn</u>	<u>What it could get you</u>
6 Cards	\$15	District Event
26 Cards	\$65	Day Camp
54 Cards	\$135	Cub Resident Camp
110 Cards	\$275	Boy Scout Summer Camp
580 Cards	\$1450	Philmont Scout Ranch
796 Cards	\$1990	Florida Sea Base

**Units will lose 5% commission on June 1 for any unsettled unit accounts.**

## Key Dates

February 1st – Preorder form due

March 12<sup>th</sup> – Camp Card sale begins

April 18<sup>th</sup> – Mid-sale report and re-distribution

May 21<sup>st</sup> – Last day to turn in any unsold cards or outstanding funds

June 1<sup>st</sup> – Units will lose 5% commission on unsettled accounts



## Community Partners

In 2018 units will be able to pick from 3 community-specific camp cards. The unit can pick which communities will best serve their sales. If a unit is ambitious they can pick more than one community. The different communities are Northern, Central, and Southern.



## The Objectives of your Camp Card Kick-Off Are Simple

- Get Scouts excited about Summer Camp.
- Get parents informed about why their son should attend Summer Camp.
- Help Scouts earn their own way to camp or other Scouting activities. Remember, a Scout is Thrifty.

## How Can You Ensure a Successful Kick-Off?

- Make sure the Kick-Off is properly promoted through the unit websites, email groups, phone, texting or however your unit communicates.
- Review the presentation with your unit leader prior to the meeting. Plan what each person is to do.
- Be prepared to talk about Summer Camp opportunities.
- Have snacks, drinks and music.
- Make sure EVERY Scout gets some Camp Cards.
- Keep it short.

## Simple Sales Hints

- Hold a Kick-off
- Wear your uniform
- Smile and tell them who you are (first name only)
- Tell them where you're from (unit)
- Tell them what you are doing (earning money towards camp)
- Tell them what they can do to help (save money with the Camp Card)
- Close the sale, and thank them
- Remember you are not just selling discount cards, you are selling character and the benefits of Summer Camp
- Door to door - Take your Camp Cards around the neighborhood and sell, sell, sell! Highlight the great coupons!
- Show & Sell - Set up a booth and sell camp cards on the spot. This can be a great way to get out into the community and sell to people. Pick locations on days with a high volume of potential customers.
- Sell at work - Not only a great way for Mom and Dad to help their Scout but to help out their co-workers with some great coupons!

## Safety While Selling

- Sell with an adult or another Scout
  - Never enter anyone's home
- Never sell after dark unless with an adult
  - Don't carry large amounts of cash
  - Be careful of dogs while selling

Say **Thank You** whether or not they buy a Camp Card

## Sales Support

Contact your DE with questions. We are here to help you!

**Mesquakie:** Zach Beuthien (563) 349-8052 [Zachary.Beuthien@scouting.org](mailto:Zachary.Beuthien@scouting.org)

**Kittan:** JD Engelhardt (515) 724-9241 [JD.Engelhardt@scouting.org](mailto:JD.Engelhardt@scouting.org)

**Hoover:** Ken Brooks (563) 349-8051 [Kenneth.Brooks@scouting.org](mailto:Kenneth.Brooks@scouting.org)

**Saukenuk:** Chris Kangas (319) 290-0053 [Chris.Kangas@scouting.org](mailto:Chris.Kangas@scouting.org)

**Inali:** Allison Hupfer (563) 349-8055 [Allison.Hupfer@scouting.org](mailto:Allison.Hupfer@scouting.org)

**Council Service Center:** (563) 388-7233

# Advancement Opportunities

Are Scouts in your Troop looking for a new Merit Badge?

Camp Cards can help with these requirements:

Salesmanship:



5a) Help your unit raise funds through sales of either merchandise or of tickets to a Scout show

Moviemaking:



1 & 2) Create a storyboard for a video designed to show Scouts how to sell Camp Cards

Journalism:



4a & b) Create a story reporting on your unit's participation in the Camp Card Sale

4c) Document or report on your unit's sale using pictures and captions

Digital Technology:



6b) Draft a letter inviting parents to your unit's Camp Card Kickoff

6d) Report on your unit's Camp Card fundraiser

6e) Take pictures of your unit's Camp Card Sale

Graphic Arts:



3 & 4) Design a poster for use during the Camp Card sale, and follow the various steps described for ONE of the printing methods to produce copies of the poster

# 2018 Leader's Tracking Form

Scout's Name

Cards Issued

Phone

Cards  
Sold

Cards  
Returned

Amount to  
Council

1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						

Amount Due to Council by May 21, 2018

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# Youth Camp Card Receipt

Unit Type \_\_\_\_\_ Unit # \_\_\_\_\_ Date \_\_\_\_\_

Scout \_\_\_\_\_ Parent \_\_\_\_\_

## Camp Cards Issued

# \_\_\_\_\_

Total number of cards issued

## To be completed upon card turn in

Check \$ \_\_\_\_\_

Cash \$ \_\_\_\_\_

**Total** \$ \_\_\_\_\_

Cards  
\_\_\_\_\_ sold \_\_\_\_\_ Cards returned

\_\_\_\_\_ Total cards on 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 \_\_\_\_\_. By signing below, I recognize that our unit will be charged for every unreturned card.

Parent Signature \_\_\_\_\_

Date \_\_\_\_\_

# Youth Camp Card Receipt

Unit Type \_\_\_\_\_ Unit # \_\_\_\_\_ Date \_\_\_\_\_

Scout \_\_\_\_\_ Parent \_\_\_\_\_

## Camp Cards Issued

# \_\_\_\_\_

Total number of cards issued

## To be completed upon card turn in

Check \$ \_\_\_\_\_

Cash \$ \_\_\_\_\_

**Total** \$ \_\_\_\_\_

Cards  
\_\_\_\_\_ sold \_\_\_\_\_ Cards returned

\_\_\_\_\_ Total cards on 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 \_\_\_\_\_. By signing below, I recognize that our unit will be charged for every unreturned card.

Parent Signature \_\_\_\_\_

Date \_\_\_\_\_





# 2018 Camp Card Product Receipt



**DISTRICT:** \_\_\_\_\_

**UNIT TYPE:** \_\_\_\_\_ **UNIT NUMBER:** \_\_\_\_\_

**NAME:** \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_

*Camp Cards can be checked out in bundles of 25 cards. Camp Cards can be returned individually to the Council Service Center between March 12 and May 21. Returned Cards must be in new condition with the tabs still attached. Payment for Camp Cards is DUE May 21, 2018 (For your convenience you can pay for Camp Cards at the Loud Thunder Camp Leader's Meeting on May 3rd).*

**SELECT ONE**

**ON** \_\_\_\_\_ **I CHECKED OUT** \_\_\_\_\_ **sets of 25 cards/bundles.**  
(Today's Date)

**ON** \_\_\_\_\_ **I RETURNED** \_\_\_\_\_ **total cards.**  
(Today's Date)

**I acknowledge that our unit is financially responsible for the camp cards in our possession.**

**UNIT CONTACT SIGNATURE:** \_\_\_\_\_



# 2018 UNIT CAMP CARD COMMITMENT FORM

To ensure we have enough cards for every unit that would like to participate, register EARLY. Camp Cards will be distributed at the March Roundtables or at the Council Service Center after March 11th. Cards will be sold for \$5.00 a piece.



**YES, our unit wants to participate in the Camp Card Sale!**

## Unit Information:

Unit Type (circle one): Pack Troop Crew

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

# of Active Scouts \_\_\_\_\_ Our Gross Sales Goal is: \$ \_\_\_\_\_

**Camp Cards are distributed in bundles of 25.**

Which card are you requesting? Northern Central Southern

Number of 25 card bundles requested \_\_\_\_\_

(You can pick up additional cards. Please check out ONLY what you think you can sell. The average scout sells 8 camp cards)

I will pick up my unit's camp cards at (circle one):

Council Service Center

District Roundtable

## Unit Contact Information:

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/zip \_\_\_\_\_


Home Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_

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

Please return this by February 20th

Sale Dates: March 12th– May 12th, 2018

If you have any questions, please contact Sara Cross, [Sara.Cross@scouting.org](mailto:Sara.Cross@scouting.org)



**50% Commission!**

