

CAPE FEAR COUNCIL, BSA

2019

Camp Card Sale

A Scout is Thrifty . . . He earns his own way to Summer Camp!

The Cape Fear Council is excited to announce the ninth year of the Camp Card program! This initiative is designed to help Scouts earn their way to camp. Units participating in this program will **earn 50% commission** (\$2.50) on each \$5 Camp Card they sell. **This program is RISK FREE**, simply return any unsold cards. Our Council has a goal to offer 7 different Camp Cards during 2019. (Pender, Brunswick, Coastal, Robeson, Lakes, Hoke, Scotland) Cards ordered will be distributed at January District Roundtables. ***(Units may pre-order a maximum of 10% increase from total amount of cards sold the previous year.)*** The sale will begin on February 2nd and end on May 3rd giving units over 3 months to sell and close out their accounts.

The value of selling Camp Cards:

(Listed below are the approximate costs of each of these items)

New Uniform - \$100 = 40 cards	Fall Family Camp - \$75 = 30 cards
New Tent - \$150 = 60 cards	Resident Camp - \$90 = 36 cards
Troop Trailer - \$5,000 = 2,000 cards	Summer Camp - \$180 = 71 cards
(40 Scouts each selling 50 cards)	Philmont - \$1,900 = 760 cards

Camp Card Timeline

Now – November 15, 2018	Turn in Camp Card Commitment form so your unit can participate in the sale.
January 2019	Ordered Camp Cards Distributed at Roundtables
February 2, 2019	Sale Begins
February 2 – May 3, 2019	“Fill It Up” Program Weekly Drawings (End of day, 5:00 pm each Friday)
May 6, 2019	End of Sale – ALL ACCOUNTS CLOSED Units closing out AFTER May 6, 2019 will earn ONLY a 30% Commission on their remaining Camp Card account. “Fill it Up” Program Grand Prize Drawing

Camp Card Commission Schedule

A grey starburst graphic with the text "50%" inside.

Units will receive 50% commission for all Camp Cards sold if their accounts are closed out **on or prior to May 6, 2019**.

A grey starburst graphic with the text "30%" inside.

Units closing out **AFTER May 6, 2019** will earn 30% on their remaining Camp Card account.

Weekly “Fill It Up” Drawings

For every “Fill it Up” Form that a Scout fills with 25 different customers, and submits, the Scout will be entered into the weekly drawing.

Every week during the Camp Card sales campaign, Cape Fear Council will conduct a drawing for a \$50 gift check. There are 13 weeks to the sales campaign. The sale begins on February 2nd and runs through Friday, May 3rd. The drawing will be held every Friday at 5:00pm. **Please see “Fill it Up” Form for more details.**

Families to receive 150% return on investment!

There are approximately 13 weekends between February 2nd and May 3rd. If a family buys 13 cards for \$65 and uses a card each week they will have the opportunity to receive 100% of their investment back. **In addition to the family receiving all of their money back...their son will earn over \$30 for his Scouting unit.**

Approved Unit Money Earning Activity

The Camp Card program is an approved Unit Money Earning Activity sponsored by the Cape Fear Council. Scouts are authorized and encouraged to wear their Class "A" Uniform for all local council sponsored money earning activities. Please refer to the Unit Money Earning Application for requirements and guidelines for all other unit money earning activities.

UNIT TIPS FOR SUCCESS

1. Establish a Unit Goal!!!

Unit Goal - \$5,000	# Scouts	50
	# Cards per Scout	40
	Total Cards	\$ 2,000
	Total Sales	\$10,000

Unit Commission \$5,000

2. Establish a "per Scout" Goal to achieve Unit Objective.
3. Schedule Sales Date and Time in Prominent Location (Locations that are on Camp Card, locations with "high traffic, banks on payday, etc.)
4. Sell to Friends, Family Members, Places of Worship and Work Sites.
5. Approved Council Fundraiser ---CAN WEAR UNIFORM!!!!
6. Close Out on Time.
7. Emphasize Value of Card. Over \$___ in discounts!!!
8. NO RISK!!! Simply return any unsold cards.
9. Remember.....In the end, the customer is investing in a Scout!