

CAPE FEAR COUNCIL, BSA

2024

Camp Card Sale

Scouts are Thrifty . . . they earn their 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 4 different Camp Cards during 2024 (Brunswick, Coastal, Lakes and Lumber River). Cards ordered will be distributed at the Council Office or by your District Executive. The sale will begin on February 4th and end on May 8th giving units over 3 months to sell and close out their accounts.

EASY SUCCESS TIP:

PARENTS:	Purchase 20 Camp Cards	=	-\$100
	Use \$5 Off grocery coupon next 20 weeks	=	+\$100
	Scout makes \$2.50/card	=	+\$50

*****Do the above and you just made \$50 plus saved money on all other coupons!!!*****

Camp Card Timeline

Now – December 15, 2023	Turn in Camp Card Commitment form so your unit can participate in the sale.
January 30, 2024	Ordered Camp Cards Distributed at Council Office
February 4, 2024	Sale Begins
February 4 – May 7, 2024	Sale (Scouts can send in “Fill it Up” forms for the Grand Prize Drawing on May 9, 2023)
May 15, 2024	End of Sale – ALL ACCOUNTS CLOSED Units closing out <u>AFTER</u> May 15, 2023 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 a black outline, containing the text "50%".

50%

Units will receive 50% commission for all Camp Cards sold if their accounts are closed out **on or prior to May 15, 2024.**

A grey starburst graphic with a black outline, containing the text "30%".

30%

Units closing out **AFTER May 15, 2023** will earn 30% on their remaining Camp Card account.

“Fill It Up” Grand Prize Drawing

For every “Fill it Up” Form that a Scout fills out with 25 different customers, and submits, the Scout will have that number of entries into the Grand Prize Drawing.

There are 13 weeks to the sales campaign. The sale begins on February 5th and runs until Monday, May 7th. This year we are having one large Grand Prize worth over \$600. **Please see “Fill it Up” Form for more details.**

Families to receive 150% return on investment!

There are approximately 13 weekends between February 4th and May 7th. 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 their money back.... their child 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!