Camp Card

Leader’s Guide

L o n g h o r n C o u n c i l

B o y S c o u t s o f A m e r i c a

**A Scout is Thrifty….**

**A Scout earns his/her own way to Summer Camp!**

Camp Cards

**Objective:** Raise money to pay for your Camp experience.

**Usage:** Your commission, which the unit keeps, can be used where you want, wherever you are going to camp or outfitting for that experience. We’re interested in youth going to camp.

**Dates:** March 1st to April 30,2024

**Sales Sites:** Effective sales strategies for Camp Card is scheduling sites at Stores (called Show N Sell). Selling to Family and Friends should also be done to secure 10 sales per family unit.

**Card Distribution**:  *March and April Roundtables*

**Money Due**: Monday, May 6, 2024. The number of Cards distributed and receipted to the Unit must be reconciled to match Money and unsold cards returned. Unsold cards may be returned to Longhorn Council. Returned cards and payment must equal the value of total cards issued. THESE CARDS ARE ISSUED AS ‘MONEY’.

**Commission**: Cards retail for $10.00. Units/Youth earn a commissioner of $5.00 per card.

SALES STRATEGIES

Show and Sale- Camp Card Units selling at store fronts. There should be one adult and one youth per door. Create a Banner or Poster that clearly shows you are a Scout and what you are selling for. It is more important the customer knows you are working to pay your own way and they will be helping you to attend camp. Most customers then will worry about what is ‘on the card’.

On your poster or banner, you can help attract the customer by using one of the key brand names. One example is to advertise the % off for Texas Ranger games, or calculate for a family of four how much savings that would be and advertise the savings of XXXX. For instance for $40 dollar box seats, a family of four would save $XXX to buy the same tickets PLUS they can help a youth go to camp.

As you are scheduling your own sites, choose high volume traffic areas. 7-11 stores have worked well; donut shops worked; Lowe’s and Walmarts. Wherever people go. See if the grocery store will let your unit work.

Have a written agreement; know the person’s name that authorized it. Be sure to contact them prior to coming to remind them, and then say thank you. Don’t schedule for longer than you can fill. Two hours is long enough for a youth to stand and sell. A sample agreement is included with this guide.

The other effective strategy is to ask your Family and Friends. Ask someone different each day for a week. Do the following:

* Monday----Ask your two next door neighbors
* Tuesday----Ask your two neighbors across the street
* Wednesday---Ask your best friends parents
* Thursday----Have your parents ask their best friends
* Friday----call your relative(s)

Walking around the neighborhood, especially in uniform, is very effective too. Please remember to follow Youth Protection Protocol.

# Longhorn Council, BSA

**Hurst, Texas 76054**

Camp Card Sales Site

Agreement

The XXXXXX district, Boy Scouts of America LHC, proposes to work with \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, at \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_location to provide support to local youth raising funds to support summer Scout camp adventures. Your store will allow Scouting youth accompanied by a leader or parent to invite patrons to support Scouting Adventures the weekends of XXXXXX.

The \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_will be the primary contact point for scheduling shifts with the Scouting units and the Store Management. Only one Scouting Unit will be authorized at a time.

Benefits to the Store in working with the Boy Scouts \_\_\_\_\_\_\_\_\_\_\_district to coordinate this opportunity:

1. Align with the Boy Scouts for positive community relations.
2. Have a local Scouting contact for quick resolution of problems.
3. The District Representative will provide a list of units authorized to conduct sales outside of the store.

Agreed:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Store Management

Unit/District Representative:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Store physical address\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date (s) and Times Selected:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_