

# the CAMP CARD



BOY SCOUTS OF AMERICA®  
SUWANNEE RIVER AREA COUNCIL

## 2024 Camp Card Leader's Guide

### What's inside this Guide.....

Camp Card Introduction • Unit Chair Responsibilities  
Key Dates • Policies and Procedures • Camp Scholarships  
The Unit Kickoff • Sales Methods • Sales Techniques • Forms



Prepared. For Life.™



# LEON ONLY

## FRONT

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## BACK

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# THOMAS/LEON

## FRONT

 <b>TIGER-ROCK</b> MARTIAL ARTS	 THE Bookshelf A THOMASVILLE BOOKSTORE	 <b>10% OFF</b> PURCHASE OF \$50 OR MORE LEON OR THOMAS LOCATION - ONE TIME USE EXCLUDES GUNS, AMMO & FISHING - Expires 12/31/2024	 <b>ANY HAIRCUT</b> <b>\$5 OFF</b> ONLINE check-in	 LET THE GOOD TIMES ROLL <b>HANGAR 38</b> <b>FREE</b> ONE HOUR UNLIMITED PLAY GAME CARD ONE TIME USE Expires 12/31/2024
 urbanAir ADVENTURE PARK	 <b>SONNY'S</b> BBQ LOCAL PITMASTERS SINCE 1968	 <b>BOY SCOUTS OF AMERICA®</b> SUWANNEE RIVER AREA COUNCIL <b>2024 CAMP CARD®</b> <b>\$10</b> <b>Thomas/Leon</b> By purchasing this card, you are helping local Scouts earn their own way in Scouting. The individual selling this card will receive no direct financial benefit. Present card at time of purchase. Some restrictions apply. Excludes catering. Not valid with any other offers. One coupon per person per card per visit. Card and offers expire 12/31/2024 unless otherwise noted. All trademarks are property of their respective owners. The Boy Scouts of America does not endorse or sponsor any of the merchants or products listed on this card. Terms and conditions may apply for participating merchants.		
 ALL AMERICAN RIFLE & PISTOL CLUB	 <b>Valvoline</b> Instant Oil Change	 Lofty Pursuits SINCE 1995		

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 LET THE GOOD TIMES ROLL <b>HANGAR 38</b> <b>FREE</b> ONE HOUR UNLIMITED PLAY GAME CARD ONE TIME USE Expires 12/31/2024	 B2222D45 Not valid with any other offers. Limit one coupon per customer. Rates may apply. Valid at 3 Leon and Thomas locations. Offer Expires December 31, 2024 <b>Great Clips®</b>	 <b>10% OFF</b> PURCHASE OF \$50 OR MORE EXCLUDES GUNS, AMMO & FISHING LEON OR THOMAS LOCATION ONE TIME USE Expires 12/31/2024	 <b>15% OFF</b> ENTIRE PURCHASE THOMAS LOCATION ONE TIME USE Expires 12/31/2024	<b>1 WEEK OF CLASSES FREE</b> THOMAS LOCATION ONE TIME USE Expires 12/31/2024												
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# DECATUR/GADSDEN/LEON

## FRONT

 <p>North Florida's Best-Kept Secret</p> <p><b>QUALITY DISCOUNT MEATS</b></p> <p>Like us on Facebook</p>	 <p><b>QUINCY ALIGNMENT &amp; BRAKE</b></p> <p>GADSDEN LOCATION ONLY</p>	 <p><b>DISTRICT 850</b></p> <p><b>ONE HOUR OF BOWLING</b></p> <p>VALID ANY DAY OF THE WEEK. Shoes not included. ONE OFFER PER GUEST PER DAY. LEON LOCATION. ONE TIME USE. Expires 12/31/2024</p>	 <p><b>CHOP HOUSE</b></p> <p>STEAKS • CHOPS • SEAFOOD</p> <p><b>10% OFF</b></p> <p>DINNER FOR TWO</p>	 <p><b>Las Delicias</b></p> <p><b>\$5 OFF</b></p> <p>PURCHASE OF \$25 OR MORE</p> <p>GADSDEN. ONE TIME USE. Expires 12/31/2024</p>
 <p><b>Lofty Pursuits</b></p> <p>SINCE 1995</p>	 <p><b>urbanAir</b></p> <p>ADVENTURE PARK</p>	 <p><b>BOY SCOUTS OF AMERICA</b> SUWANNEE RIVER AREA COUNCIL</p> <p><b>2024 CAMP CARD® \$10</b></p> <p><b>Decatur / Gadsden / Leon</b></p> <p>By purchasing this card, you are helping local Scouts earn their own way in Scouting. The individual selling this card will receive no direct financial benefit.</p> <p>Present card at time of purchase. Some restrictions apply. Excludes catering. Not valid with any other offers. One coupon per person per card per visit. Card and offers expire 12/31/2024 unless otherwise noted. All trademarks are property of their respective owners. The Boy Scouts of America does not endorse or sponsor any of the merchants or products listed on this card. Terms and conditions may apply for participating merchants.</p>		
 <p><b>BAINBRIDGE DENTAL ASSOCIATES</b></p> <p>DANIEL W. WHITE, DMD, LLC</p>	 <p><b>K&amp;B</b></p> <p>Kisses By K&amp;B Made To Order</p>			
 <p><b>DQ</b></p>	 <p><b>DQ</b></p>			

## BACK

 <p><b>Las Delicias</b></p> <p><b>\$5 OFF</b></p> <p>PURCHASE OF \$25 OR MORE</p> <p>GADSDEN - ONE TIME USE - Expires 12/31/2024</p>	 <p><b>CHOP HOUSE</b></p> <p>STEAKS • CHOPS • SEAFOOD</p> <p><b>10% OFF</b></p> <p>DINNER FOR TWO</p> <p>GADSDEN - ONE TIME USE Expires 12/31/2024</p>	 <p><b>DISTRICT 850</b></p> <p><b>ONE HOUR OF BOWLING</b></p> <p>VALID ANY DAY OF THE WEEK. Shoes not included. ONE OFFER PER GUEST PER DAY. LEON LOCATION. ONE TIME USE - Expires 12/31/2024</p>	 <p><b>\$5 OFF</b></p> <p>ANY ALIGNMENT</p> <p>GADSDEN LOCATION ONE TIME USE Expires 12/31/2024</p>	 <p><b>FREE</b></p> <p>5 LB. BAG OF FROZEN FRENCH FRIES WITH ANY \$25 PURCHASE</p> <p>GADSDEN LOCATION ONE TIME USE Expires 12/31/2024</p>
<p>All multi-use offers cannot be combined with any other coupons, offers or specials. Expires 12/31/2024 unless otherwise noted.</p>				
 <p><b>10% OFF</b></p> <p>PEPPERS</p> <p>Excludes Alcohol, Leon Location.</p>	 <p><b>KEVIN'S SMOKEHOUSE</b></p> <p><b>\$5 OFF A \$50 PURCHASE</b></p> <p>Excludes cigars, ammo &amp; fishing. Leon and Thomas Locations</p>	 <p><b>4 RIVERS SMOKEHOUSE</b></p> <p><b>10% OFF</b></p> <p>Leon Location. Online Code: 4ES0807530. In-store or online.</p>	 <p><b>DUCK DONUTS</b></p> <p>WARM, DELICIOUS &amp; MADE TO ORDER</p> <p><b>10% OFF TOTAL PURCHASE</b></p> <p>LEON LOCATION</p>	 <p><b>\$5 OFF</b></p> <p>PURCHASE OF \$50 OR MORE</p> <p>GADSDEN - ONE TIME USE Expires 12/31/2024</p>
 <p><b>CARRABBA'S ITALIAN GRILL</b></p> <p><b>10% OFF</b></p> <p>ALL FOOD ITEMS</p> <p>LEON LOCATION</p>	 <p><b>Diablo's</b></p> <p><b>FREE 2oz. QUESO</b></p> <p>WITH PURCHASE OF AN ENTRÉE.</p>	 <p><b>Uncle Bill's PIZZERIA</b></p> <p><b>FREE SMALL BUTTERBALL</b></p> <p>WITH ANY 12", 16", OR 24" PIZZA PURCHASE</p>	 <p><b>Big Babies Bar-B-Q</b></p> <p><b>10% OFF</b></p> <p>PURCHASE OVER \$12</p> <p>GADSDEN LOCATION</p>	 <p><b>10% OFF</b></p> <p>ANY DENTAL CLEANING &amp; EXAM</p> <p>ONE TIME USE Expires 12/31/2024</p>
 <p><b>Maryland FRIED CHICKEN</b></p> <p><b>FREE SNACK</b></p> <p>with purchase of any meal</p> <p>Gadsden Location Only</p>	 <p><b>Padgett's Jewelers</b></p> <p><b>10% OFF</b></p> <p>ANY PURCHASE OF \$100 OR MORE</p> <p>Excludes repairs and sale items. Gadsden Location</p>	 <p><b>KENNETH'S PIANO SERVICE</b></p> <p><b>20% OFF</b></p> <p>ANY PIANO SERVICE</p>	 <p><b>The Mane Attraction</b></p> <p><b>10% OFF</b></p> <p>ANY HAIR CARE PRODUCT</p>	 <p><b>BUY ONE GET ONE FREE</b></p> <p>REG. HOT DOG</p> <p>(Hot Cheese &amp; Saus extra charge on both)</p> <p>No other discounts will apply. DECATUR. ONE TIME USE. Expires 12/31/2024</p>
 <p><b>BUY ONE GET ONE FREE</b></p> <p>5oz CONE</p> <p>(Cone Dip extra charge on both)</p> <p>No other discounts will apply. DECATUR. ONE TIME USE. Expires 12/31/2024</p>				



# WAKULLA/FRANKLIN/LEON

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		 <b>4 RIVERS SMOKEHOUSE</b> <b>\$5 OFF</b> 4 RIVERS SMOKEHOUSE PURCHASE OF \$25 OR MORE In-store or online.	 <b>DISTRICT 850</b> <b>ONE HOUR</b> NON-REDEMPTION CARD CARDS LEON LOCATION ONE OFFER PER GUEST PER DAY. ONE TIME USE. Expires 12/31/2024	 <b>ANY HAIRCUT</b> <b>\$5 OFF</b>  <b>Great Clips®</b>
				
		 <b>BOY SCOUTS OF AMERICA®</b> <b>SUWANNEE RIVER AREA COUNCIL</b> <b>2024 CAMP CARD® \$10</b> <b>Wakulla / Franklin / Leon</b> By purchasing this card, you are helping local Scouts earn their own way in Scouting. The individual selling this card will receive no direct financial benefit. <small>Present card at time of purchase. Some restrictions apply. Excludes catering. Not valid with any other offers. One coupon per person per card per visit. Card and offers expire 12/31/2024 unless otherwise noted. All trademarks are property of their respective owners. The Boy Scouts of America does not endorse or sponsor any of the merchants or products listed on this card. Terms and conditions may apply for participating merchants.</small>		
				

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 <b>B2222D45</b> Not valid with any other offers. Limit one card per customer. Offer may apply. Valid at Leon locations. Offer Expires December 31, 2024 <b>Great Clips®</b>	 <b>DISTRICT 850</b> <b>ONE HOUR</b> NON-REDEMPTION CARD CARDS LEON LOCATION ONE OFFER PER GUEST PER DAY. ONE TIME USE. Expires 12/31/2024	 <b>4 RIVERS SMOKEHOUSE</b> <b>\$5 OFF</b> 4 RIVERS SMOKEHOUSE PURCHASE OF \$25 OR MORE In-store or online. Coupon Code: 4RSCOUTS5OFF ALL LEON LOCATIONS ONE TIME USE Expires 12/31/2024	 <b>BUY ONE FOOD ITEM, GET ONE OF EQUAL OR LESSER VALUE</b> <b>FREE</b> LEON LOCATION ONE TIME USE Expires 12/31/2024	 <b>\$5 OFF</b> PURCHASE OF \$25 OR MORE THREE LEON LOCATIONS. ONE TIME USE Expires 12/31/2024												
			 <b>BUY ONE GET ONE FREE</b> <b>PLATINUM PASS</b> LEON - ONE TIME USE Expires 12/31/2024	 <b>10% OFF</b> PURCHASE OF \$50 OR MORE EXCLUDES GUNS, AMMO & FISHING Leon or Thomas Location ONE TIME USE Expires 12/31/2024												
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			 <b>50% OFF</b> CREATION FEE WAKULLA ONE TIME USE Expires 12/31/2024	 <b>BUY 1 GET 1 FREE</b> 1 YEAR SUBSCRIPTION AT REGULAR RATE WAKULLA ONE TIME USE Expires 12/31/2024												
			 <b>\$2 OFF</b> PURCHASE OF \$25 OR MORE WAKULLA ONE TIME USE Expires 12/31/2024	 <b>\$5 OFF</b> PURCHASE OF \$25 OR MORE LEON & WAKULLA ONE TIME USE Expires 12/31/2024												

# JEFFERSON/LEON

## FRONT

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# A Scout is thrifty...

## CAMP CARD FUNDRAISER....

The Suwannee River Area Council (SRAC) is pleased to announce the return of our Council-wide fundraiser...the 2024 Camp Card.

The intent of the Camp Card sale is to allow Units to raise funds to pay for their Scouting Programs. This includes purchasing camping equipment such as tents, backpacks, and sleeping bags, and to send Scouts to Cub Family Weekend, Cub Scout Day Camp, Scouts BSA Summer Camp, Scouts BSA Winter Camp, Venturing Fun Day and other Council programs. **The Camp Card's ultimate goal is to raise \$ for Scouts to help them earn their own way in Scouting!**

**Units participating in this program will earn up to 50% commission (\$5.00) for each \$10.00 Camp Card they sell.** The sale will begin Feb 8 and ends April 26, 2024. We also will be offering extra incentives including the 100 Card Club and the 200 Card Club!

*This program is **completely RISK FREE**; simply return any unsold cards at settlement on or before May 3, 2024.*

### The Value of Scouts selling Camp Cards: Scouts EARN their own way!

#### The Value of Scouts selling Camp Cards:

Uniform Shirt w/ Patches:	\$ 50 = 10 cards
Full Uniform:	\$150 = 30 cards
Cub Scout Day Camp:	\$160 = 32 cards
Cub Family Weekend (4 people):	\$240 = 48 cards
Winter Camp:	\$150 = 30 cards
NYLT:	\$300 = 70 cards
Scouts BSA Summer Camp:	\$350 = 80 cards

And more: Unit Dues, Membership fees, Space Camp, Yorktown, Philmont, or even a new Troop Trailer!

Scouts EARN their own way!

## Camp Scholarships

Every time a scout sells 25 cards, they will be entered into a drawing for a chance to win a camp experience! Drawings to include one FREE scholarship to each of the following: Cub Family Weekend (up to four people), Cub Scout Day Camp, Scouts BSA Summer Camp, and Scouts BSA Winter Camp.

Scholarships are not transferable, have no cash value, and sales from multiple Scouts cannot be combined. They may only be redeemed at one of the SRAC events listed above during the 2024 calendar year.

## Unit Commission

The 2024 Camp Card commission is 50%, if your unit is paid in full and all Camp Cards are accounted for by May 3, 2024. Only turn in the 50% due to the Council at the Council Service Center, along with any unsold Camp Cards.

We encourage units to track Scouts' sales so Scouts can pay for scout related expenses with Camp Card proceeds; however, it is up to the unit to elect to do this. We understand the unit may have other goals.

May 04	Commission reduced to 40%
May 11	Commission reduced to 30%
May 18	Commission reduced to 20%
May 25	Commission reduced to 10%
June 01	No Commission after June 1

## 100-Card and 200-Card Club

As an extra incentive, on top of the other incentives discussed above, the Suwannee River Area Council is also offering per card incentives to all scouts that hit the 100 and 200 card sold mark. At the end of the sale, the scout will be entered into the appropriate incentive levels and receive the awards due them.

If they have sold 100 or more cards, they will, in addition to the Unit Commission and any Camp Scholarships they may happen to earn, will automatically be granted a **family package for 4 at District 850**. The time/date will need to be pre-booked but can be scheduled for use anytime in the 2024 year.

If they have sold 200 or more cards, they will, in addition to the Unit Commission, and any Camp Scholarships they may happen to earn, will automatically be granted a choice of either a **Switch Life, \$200 Amazon Gift Card, or choice of Camp Scholarship listed above**. *Please note the scout will need to choose to be a member of the 100-Card or 200-Card club.*



## Community Partners

Local Businesses have offered generous discounts that are redeemable all year long that make the sale of this card a no brainer. Several more community partners have offered one-time discounts. Take advantage of this partnership to help your Scouts earn their own way.

## Unit Orders

While supplies last, cards may be secured through the Council Office. Camp cards are limited in number. Before receiving additional allotment of cards, units must pay for cards previously received. All Units must settle their account at the Council Service Center on or before May 3, 2024.

## Return Policy

Camp Cards can be returned to the Council Service Center without penalty on or before May 3, 2024. The cards **MUST** be in **new** condition (including snap off discounts). We reserve the right to refuse product that has been damaged or rendered unsellable. **The UNIT is RESPONSIBLE for ANY** unreturned cards (lost, damaged, misplaced, etc.) Be sure Scouts and parents treat each card as if it were a \$10.00 bill.

## Camp Card Chair - Job Description

Each unit should have a Camp Card Chair. The Camp Card Chair is responsible for managing all aspects of the sale and clearly communicating sale information to your leaders, parents, and Scouts.

**The Camp Card Chair's ultimate goal:** Help Scouts raise \$ to help earn their own way.

### Camp Card Chair Responsibilities:

#### **Camp**

- Be aware of Suwannee River Area Council camp opportunities – use this information to excite your Scouts!
- Explain to all parents the importance of these outings in Scouting.

#### **Card**

- Communicate the purpose of the Camp Card sale and timeline to your Scouts and parents.
- Kick-off the Camp Card sale with a BANG providing all members with camp cards.
- Set a goal for each Scout and help them achieve it!
- Inspect, coach, and praise your Scouts.
- Collect all money (work with your unit Treasurer) and turn in the amount due to the Council in a timely manner.
- Jonathan will release “office hours” to help meet you in the field. Make sure you know about them and take advantage!

### **CAMP CARD KEY DATES**

- |          |   |
|----------|---|
| Jan 6    | <b>KICK-OFF EVENT!</b> Join us<br>At District 850.  |
| Feb 8    | <b>SALE BEGINS!</b> Camp Card<br>Distribution @ Roundtable                                  |
| April 26 | <b>SALE ENDS!</b> ALL unsold<br>cards and money <b>due!</b>                                 |
| May 3    | <b>FINAL DAY</b> for 50%<br>commission. Money and<br>cards due to council<br>office by 6pm. |





# I'm sold on selling! How do I sign up?!

Check out our [Commitment page](#) and sign your unit up for more information!

The event can be found at the scannable and clickable link below. No matter how many cards you are looking at selling, please let us know you are interested at NO RISK to your unit! If you decide not to sell, you can let us know and return all your cards to council for NO COST!



## What Next?

Join us at our [Council kickoff event](#), January 6<sup>th</sup>, at District 850 for a fun and informative day, then stay to play!



2662 Fleischmann Rd Tallahassee, FL 32308 [www.district850.com](http://www.district850.com)

Schedule:

9:45 am      Doors Open/Sign In  
10 – 11 am      Kick-Off  
11 am      Stay & Play\* (Optional)

Every Scout that attends will receive a 30-minute unlimited play game card! Please RSVP to secure your game card.

\* District 850 is offering the following group packages for all Scout families that attend the Kick-Off IF YOU PRE-BOOK with Kerin Clarke at (850) 513-2119, or [kclarke@district850.com](mailto:kclarke@district850.com):

- **Games, Lanes and Dine - \$19.99:** 1 hour of bowling and shoe rental, 1 round of laser tag, \$5 game card, plus pizza and soda
- **Bowl and Eat - \$14.99:** 1 hour of bowling and shoe rental, \$5 game card, plus pizza and soda
- **Value Play - \$9.99:** 1 hour of bowling and shoe rental plus a \$5 game card

## Your Unit Camp Card Kickoff

The objectives of your Camp Card kick-off are simple:

- Get Scouts excited about camping!
- Get parents informed about why their child should have a camp experience and thus participate in the Camp Card Sales.



**Earn Your Own  
Way to Camp**

### How can you ensure a successful kick-off?

- Make sure the Kick-off is properly promoted through e-mails, email groups and phone calls.
- Be prepared to talk about camp opportunities.
- Have snacks, drinks, and music.
- Make sure **EVERY** Scout gets a bundle of cards to sell.
- Keep it short.

### Sample Kick-off Agenda

1. Grand Opening with music, cheers, and excitement.
2. Check out a bundle of cards to each Scout.
3. Review Camp opportunities.
4. Review sales goal, Camp Goal and explain key dates.
5. Scout Training: Role play sales Do's and Don'ts.
6. Big Finish: Issue a challenge to your Scouts and send everyone home motivated to sell.

***You're asking folks to support a Scout, not buy a Coupon Card.***



## How to sell Camp Cards

Your job as Camp Card Chair is to teach your Scouts how to sell. To get there, your team needs to employ all three of the following sales methods. Create a plan and train your Scouts in all four methods; this will give you the best results!

1. **Door to Door:** Take your Camp Cards for a trip around the neighborhood!
2. **Show and Sell:** Set up a booth and sell Camp Cards on the spot! This can be an effective approach in the right location at the right time, but don't hang your hat on this approach alone. Focus on multiple locations at the same time. Be sure not to over schedule Scouts.
3. **Sell at Work:** A great way for parents/guardians to help their Scout is to have them take Camp Cards to work! Don't forget to ask grandparents or other family members who will want to help support their Scouts, too!
4. **Sell Online:** – This is the best way to sell to your friends and family without having to make in person contact! You can promote the sale of Camp Cards via Facebook or other social media; you can send emails to friends and family; you can even text people in your contact lists letting them know of the awesome discounts available while supporting your Scouts! In order to use online mechanisms easily, the council is providing online sales option hosted [here](#). There is also a flyer that promotes Camp Cards that has a QR Code that you can provide your scouts to help distribute this link. Please note that each card is \$6 on the online payment link to help defray credit card and postage fees. Make sure when you send the link the customer knows your pack and scout's name, so they can be credited by the council! Council will also mail the cards for you to anywhere in the US.



## **Safety, Courtesy and COVID Tips**

Be sure to review these safety and courtesy tips with your Scouts and parents.

- Always wear your Field (class A) Uniform.
- Wear a mask, if appropriate.
- Sell with another Scout or with an adult.
- Never enter anyone's home.
- Never sell after dark, unless with an adult.
- Don't carry large amounts of cash.
- Always walk on the sidewalk and driveway.
- Be careful of dogs while selling.
- Say "thank you" whether or not the prospect buys a Camp Card.

### **What can all Scouting members do to protect themselves and others during COVID?**

- Scouting members should take the same precautions they would for any common cold or flu.
- Wash your hands frequently and thoroughly with soap and water for at least 20 seconds. \*(Alcohol-based hand sanitizers with at least 60% alcohol content can work in a pinch, but they're generally not as effective as soap and water).
- Hands should be washed before eating, after using the bathroom, and when you come inside from outdoor activities that caused hands to get dirty.
- Wear a mask.
- Avoid touching your mouth, eyes or noses.
- Cough and/or sneeze into your elbows and not your hands.
- Distance yourself from anyone coughing or sneezing.
- Encourage Healthy Habits, like eating a healthy diet, exercising, and getting enough sleep.
- If you are sick, stay away from school, work, Scouts and others.
- If you have any symptoms of the virus, seek medical attention immediately and follow the advice of your medical professional.

## Sales Techniques for Scouts

Don't miss the opportunity to use the Camp Card sale to train your Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort, and your sales will improve.

- Have Scouts role play and practice during your Kick-Off.
- Find a way to make training fun and reward Scouts who do a good job.

### Have your Scouts practice these simple steps:

1. Wear your field (class A) uniform.
2. Smile and tell them who you are- first name only!
3. Tell them where you are from (Unit within Scouting).
4. Tell them what you are doing (earning money towards Scout Camp).
5. Tell them what they can do to help (save money with the Camp Card).
6. Close the sale and thank them!

**Remember, we are not JUST selling discount cards, we are selling Scouting!**

Ensure your families understand that they are selling character, they are selling a better community, and they are selling the benefits of Scouting camps not just selling discount cards. Emphasize that each card sold helps a Scout earn their own way in Scouting. The reason our sale will be successful is that people WANT to support Scouting!



## HAVE QUESTIONS???

If you have questions that this guide does not answer, please send an email to [Jonathan.Hutto@scouting.org](mailto:Jonathan.Hutto@scouting.org) or call Jonathan Hutto at 850-498-8086.

***Thank you for supporting Scouting and Camping in the  
Suwannee River Area Council!!***



## Sample Kick-Off Meeting Agenda

Use this agenda to help parents understand why their Scout should sell Camp Cards, and to give them good tools that will help them be successful.

Start the Meeting- Show excitement; let them know this will be a great sale!  
(Ask to hold all questions until the end)

### **PART ONE: The Easy Fundraiser- Help Scouts quickly earn their way in Scouting!**

- A fundraiser through which Scouts can easily earn their own way!
- Easy, Simple, Fun, Profitable! This sale has a great commission!
- Localized for our area with coupons from local vendors!
- Immediate Sale- no taking orders and waiting for delivery.
- Camp Card (Show the card sample image)
- Cards sell for ONLY \$10.00 each!
- Coupons listed on front and back of card (name them with enthusiasm!)
- Coupons are reusable and good for the remaining of the year!

### **PART TWO: Set Goals to Sell Cards**

- Have each Scout set a goal that allows him to pay for their own Scouting experience- encourage each Scout to work with their parent to set this goal, OR Announce your unit's per Scout goal.
- Goal for our unit is \_\_\_\_\_ cards per Scout.
- Begin selling as soon as you have cards
- Having each Scout sell cards:
  - Develops the Scout
  - Gives them salesmanship skills
  - Allows them to pay their own way
  - Supports the Unit and the Council financially



### **PART THREE: Selling Tips**

- Sell in uniform! The uniform is VERY POWERFUL and will increase sales!
- Be familiar with the Sales Story
- Always say “THANK YOU”, even if they don’t buy any cards.
- Cover your neighborhood
- Contact friends and family
- Cards are great gifts for friends and others you know
- Parents take them to work!
- BE SAFE!
  - never sell after dark
  - do not carry large sums of money with you
  - never enter houses you visit
  - always use the Buddy System and be accompanied by adults
  - don’t use your last name or give phone numbers, email, or other contact information

### **PART FOUR: Distribution and Turn-In Plans**

- Announce when and where you will distribute cards:
  - Date \_\_\_\_\_
  - Time \_\_\_\_\_
  - Location \_\_\_\_\_
- Announce the dates of your sale:
  - Sale Starts \_\_\_\_\_
  - Sale Ends \_\_\_\_\_
- Announce when and where you will collect money for sold cards
  - Date \_\_\_\_\_
  - Time \_\_\_\_\_
  - Location \_\_\_\_\_
- No Lost cards! All cards must be returned or paid for (\$10.00 each)
- Let Scouts and Parents know how to get more cards

***Ask if there are any questions from the group, then close by reminding everyone of your unit goal and your goal to help every Scout earn their own way!!***

***Emphasize that we are selling “Scouting,” not a coupon Card!***

## **2024 Camp Card Unit Sign Up/ Commitment Form**

☐ **YES!** Our unit will participate in the Camp Card Sale!

### **Unit Information:**

Unit Type *(Please circle one)*:    Pack    Troop    Crew    Post    Other

Unit #: \_\_\_\_\_

Name: \_\_\_\_\_ # Of Scouts selling: \_\_\_\_\_

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

(By providing your email address, you give permission to add it to our camp card email list so that you remain updated with important camp card information.)

Best Phone Contact Number: \_\_\_\_\_

Number of Cards Requesting (bundles of 25 only):

Decatur/Gadsden Card \_\_\_\_\_

Leon Card \_\_\_\_\_

Wakulla Card \_\_\_\_\_

Thomas Card \_\_\_\_\_

Jefferson Card \_\_\_\_\_

Total Cards Requested \_\_\_\_\_

***As Camp Card Chair for my Unit, I understand that I am responsible for obtaining a copy of the 2024 Camp Card Guidebook and sharing its contents with the members of my Unit. I also understand that the Council reserves the right to adjust my order based on Unit history.***

***Signature:*** \_\_\_\_\_ ***Date:*** \_\_\_\_\_

***Please return to: Suwannee River Area Council, BSA,  
2032 Thomasville Road, Tallahassee, FL 32308 or  
E-mail: [Jonathan.Hutto@scouting.org](mailto:Jonathan.Hutto@scouting.org)***

***If you have any questions, please contact the Council Service Center at (850) 576-4146***

