

Tukabatchee Area Council PRESENTS

2024

Camp Card Leader Guide

Sales Period: January 25th - April 26th

Sell Cards. Earn Money. Have Adventures of a Lifetime!

Introducing the 2024 Camp Card!

Every Scout Deserves To Go To Camp

<p>Renfro's MARKET</p> <p>\$5 OFF</p> <p>Your Purchase of \$50 or More</p> <p>One Time Use COUPON VALID 1/1/2024-12/31/2024</p>	<p> BOY SCOUTS OF AMERICA TUKABATCHEE AREA COUNCIL</p> <p>2024 CAMP CARD® \$5</p> <p>River Region</p> <p><small>By purchasing this card you are helping Scout units earn their way to camp! Card offered for fundraising purposes only. Supports sending Pack, Troop or Crew Members to Scout Camp. The individual selling this card will receive no direct financial benefit.</small></p> <table border="1"><tr><td data-bbox="495 1837 706 1900"><p>Waffle House 10% Discount <small>Cannot be combined w/ other coupons or offers. COUPON VALID: Montgomery & Surrounding Areas. 1/1/2024-12/31/2024</small></p></td><td data-bbox="706 1837 901 1900"><p>10% OFF ANY SINGLE MEAL <small>Not good with any other offer</small></p></td><td data-bbox="901 1837 1128 1900"><p>Free Fried Pickle App w/ purchase of adult entrée Montgomery, AL</p></td></tr><tr><td data-bbox="495 1900 706 1974"><p>ANY SERVICE \$15 OFF Montgomery & Millbrook</p></td><td data-bbox="706 1900 901 1974"><p>10% OFF purchase <small>Excludes Sale Items Montgomery, AL</small></p></td><td data-bbox="901 1900 1128 1974"><p>BEEF 'O' BRADY'S 15% OFF <small>purchase of meal Prattville Location</small></p></td></tr></table>	<p>Waffle House 10% Discount <small>Cannot be combined w/ other coupons or offers. COUPON VALID: Montgomery & Surrounding Areas. 1/1/2024-12/31/2024</small></p>	<p>10% OFF ANY SINGLE MEAL <small>Not good with any other offer</small></p>	<p>Free Fried Pickle App w/ purchase of adult entrée Montgomery, AL</p>	<p>ANY SERVICE \$15 OFF Montgomery & Millbrook</p>	<p>10% OFF purchase <small>Excludes Sale Items Montgomery, AL</small></p>	<p>BEEF 'O' BRADY'S 15% OFF <small>purchase of meal Prattville Location</small></p>	<p>\$10 OFF Your Purchase of \$50 or More</p> <p>One Time Use See back for details.</p> <p>Russell Building Supply</p> <p>Russell Do it Center.</p> <p>Good At All Nine Locations COUPON VALID 1/1/2024-12/31/2024</p>
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WHAT IS A CAMP CARD?

A WAY FOR A SCOUT TO PAY THEIR OWN WAY



The camp card is a way to help Scouts and units fund their adventures for Summer and Fall Camping Programs. Scouts can emphasize to their customers that each card sold will help them go to Camp. Their sale will be successful because people want to support Scouting.

Each Camp Card has over \$100 in savings. The customers get their money back within 1- 2 snap-offs. This is a risk-free fundraising project where all Scouts can earn their way to Camp and other activities or simply support their unit programs or supply needs. There is no upfront cost for units to sell Camp Cards and units can return any unsold cards by the end of the sale campaign.

A Camp Card costs \$5.00 to the general public and has multiple food, service, and

entertainment discounts for the customer to use throughout the 2024 Calendar year.

Participating Scouts along with their units keep 50% commission of the sales for each Camp Card sold (\$2.50 per card).

Commission from sales are encouraged to be applied towards Scout activities, but they may be used as the unit committee sees fit. Please check with your Unit Committee Chairman for additional details.

Be sure your families understand that they are selling the Scouting program. As each Scout sells their cards, they are displaying character traits that they have learned through Scouting. This campaign will allow your Scout unit to be visible once again in our community and bring awareness to selfless service and servant leadership.

PRIZES!!!

Go to camp for FREE!

In addition to 50% commission, scouts selling 50 or more cards will qualify for a prize.

Choose Wisely! You can only select one!

Sell This!	Get This!
50 Cards	\$10.00 Gift Card
100 Cards	Cub Camp
125 Cards	Webelos Camp
175 Cards	Scouts BSA Summer Camp OR NYLT

(Only one prize per Scout. Scholarships have no cash value, so they cannot be transferred to another Scout or Camp).

Prize Drawings

"I Sold 25"—When a Scout sells 25 cards, simply fax or email the enclosed "I Sold 25" form. This will register the Scout for the "Mid-Sale Drawing" (March 8th) and "End of Sale Drawing" (April 26th).

All entries from the first drawing will remain eligible for the final drawing. Scouts may continue to earn an entry for every 25 cards sold. ***Prizes will include a \$100 Gift card for each Drawing!***



Your Unit Kickoff

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

- Get Scouts excited about summer camping opportunities.
- Get parents informed about why their scout should attend summer camp.

How can you ensure a successful kick-off?

- Make sure the kick-off is properly promoted through e-mail, e-mail groups, web and social media if used, and phone contact.
- Review the presentation with your unit leader prior to the meeting. Plan who is doing what.
- Determine what the base “per Scout” sales goal is. A minimum goal of 10 cards sold per Scout is recommended as a starting point. Tailor the number to match your group dynamics.
- Be prepared to talk about summer camp opportunities including Cub Camp, Webelo Resident Camp, Scouts BSA Summer Camp, and NYLT.
- Have snacks, drinks, and music.
- Make sure EVERY Scout gets at least 10 CARDS.
- Keep it short.

How to Sell Camp Cards

Create a plan and train your Scouts in all three methods; this will give you the best results.

- **Door to Door:** Take your Camp Cards for a trip around the neighborhood. Highlight the great discounts!
- **Show & Sell:** Set up a sales booth and sell Camp Cards on the spot. Please call ahead and reserve a date and time period with store management. 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.
- **Sell at Work:** A great way for parents to help their Scout. Have parents take the Camp Cards to work. Consider asking employers to support Scouting through bulk purchases for employee incentives.

Chartering Organizations: Ask your chartering organization to help promote the Camp Cards to their membership.

Multiple Sales: Be sure to ask “How many Camp Cards would you like to buy?” Explain how having multiple cards can bring additional savings via the one-time snap-offs. They make GREAT gifts, too!

Safety and Courtesy:

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

Checkout and Return of Cards:

If a unit does not sell all the cards, return them to the Scout office by the due date of April 26th, 2024. In order to return cards, they must be intact as they were issued to you. Please make sure you have a sales plan and a method of distribution prior to checking out cards. We want to ensure each member has an opportunity to sell. In the event you need additional cards, simply come to the Scout office and fill out the appropriate paperwork to receive additional cards. Be sure Scouts and parents treat each card as it were a \$5.00 bill.

For more information or questions please contact:

Denise Miller 334-262-2697 or denise.miller@scouting.org



A Scout is thrifty---

I Sold 25! Form

Tukabatchee Area Council—Boy Scouts of America

Send completed form to Council Service Center at:

Email: Tim Neeck at Tim.Neeck@scouting.org

Mid-Sale Drawing Held March 8, 2024

End of Sale Drawing Held April 26, 2024

	Name	Street Address	Phone #
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			

Scout's Name _____ Unit Type _____ Unit # _____

Mailing Address _____ Phone # _____

Email _____ District _____

Certified Signature _____ (Parent or Unit Leader)

YOUTH CAMP CARD RECEIPT

(Scout Parent to turn in to Unit Camp Card Leader)

DATE _____ UNIT # _____ UNIT TYPE _____

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

Camp Cards Issued

Total number of Cards Issued
this receipt

To be completed upon card turn in

Checks \$ _____

Cash \$ _____

TOTAL \$ _____

_____ Cards Sold

_____ Cards Returned

_____ Total Cards 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 signing below, I recognize that our unit will be charged \$2.50 for every unreturned card.

☐ Our unit will close out our account (money/unsold cards turned in) by _____.

I agree to these terms: _____ Date: _____

Name of Youth: _____

NOTE: Per the request of the vendors participating in the 2024 Camp Cards, and because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to our unit. This will Allow our unit to reconcile our account with the Tukabatchee Area Council by April 26th.

ANCHORS AWEIGH!

SPRING 2024



Biscuits Camporee—April 27th-28th

Cub Scout Summer Camp—June 15th-16th

Webelos Summer Camp—June 20th-23th

Summer Camp, Scouts BSA—June 16th-22nd

Arrow of Light Camporee—October 4th-6th

