



BOY SCOUTS  
OF AMERICA®

CHICKASAW COUNCIL

2019

Camp Card  
Leader's Guide

Chickasaw Council is pleased to announce the return of the “Camp Card.” This initiative is designed to help Scouts earn their way to a summer/day camp and additional programs. Units participating in this program will earn up to 50% commission (\$5.00) on each \$10 Camp Card they sell (see commission schedule). The cards will be distributed by the second week of February. The sale will end on April 15th, giving units 8 weeks to sell cards. Accounts are to be closed out by April 15th – 17th, so please “be prepared.”

**This program is RISK FREE, simply return any unsold cards.**

## Camp Card Program for 2019

Camp Cards are once again community based and they are being created for the following communities: Cleveland, Clarksdale, Olive Branch/Southaven, Memphis, Grenada/Greenwood, Greenville/Indianola.

New businesses are solicited each year. Thank you to all the volunteers that helped in this process.

**Units may check the amount of cards sold in 2018 where more cards will be available if your unit needs more. Units are not permitted to sell at or in front of Kroger Supermarkets or Bass Pro Shops or we may lose them as a Camp Card Partner in the future. Please be respectful of Kroger’s and Bass Pro Shops request.**

Weekly drawings will be held for \$25 gift cards for scouts selling 25 camp cards. One drawing will be held per week beginning February 22nd.

Now – February 11th	Register to Sell Camp Cards.
February 12th-14th	Camp card kickoff and card distribution
February 22nd – April 12th	Weekly Drawings
April 15th	End of Sale, Payment due into the office
April 15th – 17th	50% Commission Earned.
April 18th	Late settlement: Commission 35%
April 25th	late settlement: Commission 25%

## Camp Card Commission and Prize Schedule

Units completing their sale on time by April 15th and turning in all monies to the Scout office by this date will receive a 50% commission of \$5.00 per card sold. Units that close their accounts after April 24th will receive a 25% commission or \$2.50 per card sold.



In addition to the 50% commission, we are offering the following to those Scouts that individually sell the listed amount of cards. This will make your commission increase significantly!

*25 cards sold	Entered into weekly drawings
60 cards sold	Operation Delta, Merit Badge College
100 cards sold	Winter Camp, Resident Camp, or Day Camp Free
200 cards sold	Kia Kima Summer Camp Free
*600 cards sold	Entered into Grand Prize Drawing (\$500 Gift Card)

*\*Entry into the weekly drawing, the Grand Prize Drawing Entry is the only cumulative prize. If a Scout sells 100 cards, he or she will have the choice of either free admission to Kia Kima Winter Camp, Kia Kima Resident Camp, Day Camp, or they can choose the lower level of free entry for Operation Delta or Merit Badge College, they will not get both and they will not get a mix of lower levels. In order to qualify, units must settle their accounts on time. Prizes are applicable in the 2019 calendar year only.*

**Weekly drawings** will take place during the sale. Winners will receive a gift card of \$25. Scouts that sell 25 cards must submit their entry forms by Friday of each week of the sale. Submission instructions will be sent to each registered unit selling cards. Prizes will be awarded at the conclusion of the sale once unit accounts are settled and verified.

**Grand Prize Drawing** – Any Scout that sells 600 cards will be entered into a drawing for a \$500 Gift Card! Early estimates show that between 1-5 Scouts will sell this amount of cards; make sure it's yours!

---

## How to Sell Camp Cards

Your job is to teach your Scouts how to sell. To get there, your team needs to employ all 3 sales methods. Create a plan and train your Scouts in all three methods; this will give your unit the best results.

**Door to Door:** Take your Cards for a trip around the neighborhood. Highlight the great coupons!

**Show & Sell:** Set up a sales 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. Make plans to sell at large events. Be sure not to over schedule Scouts.

**Sell at Work:** A great way for Mom and Dad to help their Scout. Have Mom & Dad take the cards to work.



## 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 the prospect buys a Camp Card.
  - **Scouting units are not permitted to sell at Kroger Supermarket or Bass Pro Shops locations per Kroger's and Bass Pro Shops request.**
- 

## CHECKOUT AND RETURN OF CARDS


The camp card program is risk free. If your Scout or unit does not sell the cards simply return them to the Scout office by the sale deadline of April 15th. **In order to receive credit, cards must be intact as they were issued to you.** Please make sure you have a sales plan and method of distribution prior to checking out cards. There are a limited number of cards and we want to ensure that each member has an opportunity to sell. In the event that you need additional cards, simply pay for those that you have already sold and checkout additional cards.

## !!!REGISTER TO SELL!!!

It's time to register for the 2019 Camp Card Sale. Units may order cards at the following link: <http://www.chickasaw.org/campcards>

2019 marks the 10th year for the Chickasaw Camp Card sale and in 2018 Scout units in the Chickasaw Council earned over \$119,915 to support their program operations. Registration is simple and quick. It will also ensure you receive your cards by the start of the sale.

---







BOY SCOUTS  
OF AMERICA®  
CHICKASAW COUNCIL