South Texas Council

2019 Camp Card Sales Guide

(example of Laredo Area Card)
A Scout is Thrifty....
He earns their own way to Camp!

The South Texas Council is pleased to present this year’s annual Council Camp Card Program. This initiative is designed to help Scouts earn their way to a resident or day camp or pay for other Scouting program expenses. Units participating in this program will earn 50% commission ($5.00 or $2.50) on each $10 or $5 Camp Card they sell. The cards are available March 1st to May 17th. Money is due on or before at the Council office on by 5:00 pm May 17th.

This program is a NO BRAINER –
The cards sell themselves –
LET’S SELL THEM ALL!!

The intent of the Camp Card Program is to allow Scouts, in raising funds, to pay for their camp fees and year around scouting program.

This program is completely RISK FREE, because any unsold Camp Cards may be returned. We are offering a new sales bonus this year for those that sell camp cards.

We’re are not just selling Camp Cards!

Ensure that your families understand that they are selling Scouting, they are selling a better community, they are selling the benefits of Scout camp and Scouting not just discount cards.

Emphasize that each card sold helps a Scout go to camp. The reason our sale will be successful is that people want to support Scouting and you.

The additional early sales bonus will continue this year for those units that sell camp cards.
In addition to the potential unit commission, Scouts that sell 150-400 or more camp cards will qualify for a camp scholarship!

Camp Scholarship Qualifications:

**Sell This!**  **Get This!**

| 150 CARDS | Top Sellers Party |
| 250 Cards | Free Day Camp |
| 300 Cards | Cub Scout Summer or Winter Camp |
| 400 CARDS | Scouts BSA Summer or Winter Camp |
| 400 CARDS | NYLT (National Youth Leadership Training) |

Only one prize per Scout. STC scholarships have no cash value and cannot be transferred to another Scout. Scholarships can only be used at STC Camps. Scholarship qualification deadline is May 17th.

**Camp Card Commission Schedule**

<table>
<thead>
<tr>
<th>55%</th>
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<tbody>
<tr>
<td>5% Bonus - Units will receive 55% commission for all Camp Cards sold if money for cards sold is turned in BY April 30, 2019 to the council office or district representative.</td>
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<table>
<thead>
<tr>
<th>50%</th>
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<tbody>
<tr>
<td>Units will receive 50% commission for all Camp Cards sold if their unit accounts are closed out BY May 17, 2019 with the council office or district representative.</td>
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<tr>
<th>30%</th>
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<tbody>
<tr>
<td>Units closing out AFTER May 17, 2019 will earn 30% on their remaining Camp Card account. No commission paid after May 31st.</td>
</tr>
</tbody>
</table>
Approved Unit Money Earning Activity

The Camp Card program is an approved Unit Money Earning Activity sponsored by the South Texas Council. Scouts are authorized and encouraged to wear their Scout 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.

Camp Card Timeline and Schedule

- March – Camp Cards Are Available and Sale Begins.
- April & May - Camp Card Sales Continue.
- May 17 - ALL ACCOUNTS TO BE CLOSED.
- Units closing out AFTER May 17, 2019 will ONLY earn 30% commission. All unit accounts need to be close by May 31st. No commission will be paid after May 31st.

Commission

- 2019 CAMP CARD commission is 55% from March – April 30, 2019; 50% commission May 1st – May 17th.
- Commission drops to 30% after May 17, 2019. No Commission paid after May 31st.
- At each turn-in, units pay what is owed to Council (45% by April 30th, 50% by May 17th, 70% by May 31st)
- Please pay by check or money order. (Cash NOT Recommended)

Orders & Check Out

- Fill out unit commitment form to request cards to sell for your unit.
- Supplies are limited.
- Units may return and checkout CAMP CARDS and money at the council office or a district representative.
- Units must pay for all unreturned Camp Cards (All CAMP CARD snap off tabs must be in place).

Return Policy

- Cards must be in NEW Condition, including snap-off tabs.
- NO commission on cards returned accepted after May 31st.
- CAMP CARD Support Team reserves the right to refuse cards in poor condition or snap off tabs removed.
- Each unit is responsible for any unreturned CAMP CARDS.

Camp Scholarship & Prize Policy

- Eligibility for camp scholarships is March- May 17, 2019.
- Only one camp scholarship may be earned per Scout and is NON-Transferable.
- Camp Scholarship is mailed to the Scout’s home after the final payment from the unit is received.
- Scholarship has NO cash value.
- Camp Scholarships are only good for camps operated by the South Texas Council during the 2019 year. MUST be registered STXC Scout to sell camp cards and be eligible for scholarship and prize.
- STXC will not be held responsible for LOST forms or late entries.

Sales Support

- Contact your Camp Card Representative, and your District Executive for more information.
UNIT TIPS FOR SUCCESS

- Establish a Unit Goal!!!  
  Goal Example at 50% Commission
  - Unit Commission Goal $5,000
    - Total Sales Needed $10,000
    - Total Cards Needed 1,000 ($10,000/$10)
    - # Scouts in troop 25
    - # Cards per Scout 40

- Establish a per Scout Goal to achieve Unit Objective.
- Schedule Sales Date and Time in Prominent Location (Locations that are on Camp Card, locations with “high traffic”, banks on payday, etc.)
- Sale to Friends, Family Members, Places of Worship and Work Sites.
- Approved Council Fundraiser ---CAN WEAR UNIFORM!!!!
- Close Out on Time.
- Emphasize Value of Card. Over $___ in discounts!!!
- NO RISK!!! Simply return any unsold cards.
- Remember…..In the end, the customer is investing in a Scout!

Safety and Courtesy
- Sell with another Scout or Adult.
- Never enter anyone’s home.
- Never sell after dark unless you are with an adult.
- Don’t carry large amounts of cash.
- Say “Thank you” whether a person buys a Camp Card or not.

Tips for Selling More Cards
- Door to Door: Take your cards for a trip around your neighborhood. The deals on the card are so good you probably won’t have many left by the time you get home.
- Show & Sell: Set up a sales booth at local population centers, i.e. festivals, fairs, etc. Ask vendors on the card if you can sell in front of their store. Just remember to be respectful and courteous, even if they tell you, “No.”
- Sell at Work: A great way for Mom, Dad, Grandma and Grandpa to help their Scout is to take some cards to work.

Sales Techniques
- Wear your uniform.
- Smile and tell them who you are.
- Tell them what unit you are from.
- Tell them what you are doing (earning money to go to camp, high adventure activity, Jamboree).
- Explain the benefits of the camp card to them (saving money).
- Close the sale and thank them.
# UNIT CAMP CARD RECEIPT

- [ ] PACK
- [ ] TROOP
- [ ] CREW
- [ ] SHIP
- [ ] POST

**DATE** _______________ **DISTRICT** ___________________________ **UNIT#** _______________

**NAME OF UNIT CONTACT** ______________________________________________________________

**EMAIL ADDRESS** ________________________________________________________________

**CELL PHONE** ___________________________ **HOME PHONE** ________________________________

<table>
<thead>
<tr>
<th>Camp Cards Issued</th>
<th>To be completed upon card turn in</th>
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<tbody>
<tr>
<td>Total number of Cards Issued this receipt:</td>
<td>Checks</td>
</tr>
<tr>
<td>__________________</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cash</td>
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<tr>
<td></td>
<td>TOTAL</td>
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<td>Cards Sold</td>
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<td></td>
<td>Cards Returned</td>
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<td></td>
<td>Total Cards this receipt</td>
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I recognize that each of these cards have a cash value of $5 or $10. There is no risk to our unit as long as all unsold cards are returned to the Council by May 17, 2019. By signing below I recognize that our unit will be charged $2.50 or $5.00 for every unreturned card after May 31st.

- [ ] Our unit will close out our account (money/unsold cards turned in) by ___________

I agree to these terms: _________________________________________________________________ Date: __________________________

**Leader Signature**

**Position:** ______________________________________________________________

Please return completed form to Carolyn Koennig at Carolyn.koenning@scouting.org
YOUTH CAMP CARD RECEIPT
(Scout Parent to turn in to Unit Camp Card Leader)

☐ PACK  ☐ TROOP  ☐ CREW  ☐ SHIP  ☐ POST

DATE_________________ DISTRICT________________________ UNIT#______________

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 or $10. There is no risk to our unit as long as all unsold cards are returned to our unit by May 17, 2019. By signing below, I recognize that our unit will be charged $2.50 or $5.00 for every unreturned card after May 31st.

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

I agree to these terms:_________________________________________ Date:________________________

Parent Signature

Name of Youth:________________________________________________________

I ______________________

100 YEARS OF SOUTH TEXAS COUNCIL
# Camp Card Tracking Sheet

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<thead>
<tr>
<th>Youth Sellers</th>
<th>Camp Card Sale Activity</th>
<th>Summary of Sales</th>
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<tbody>
<tr>
<td>First Name</td>
<td>Last Name</td>
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<tr>
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<td>1st Issue</td>
<td>2nd Issue</td>
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