

CAMP CARD PROGRAM

A Scout is Thrifty.....They earn their own way to Summer Camp!

The Baden-Powell Council is pleased to announce the “Camp Card”. This initiative is designed to help Scouts earn their way to summer resident camp, high adventure camp, National Jamboree, day camp, or any other Scout camping event or activity. Scouts participating in this program will earn \$5 commission on each \$10 Camp Card they sell. The sale will begin March 1 and will end May 1 giving Scouts two months to earn their way to camp.

The program is RISK FREE, units may simply return all Scout unsold cards by May 1, 2024.

To register for the sale, visit the Council website and click on Camp Card. Fill out the google form. Someone from the Council Office will reach out to you to get your camp cards to you.

The Council goal for this additional fundraiser is very simple...we want our Scouts to go to camp. In these challenging economic times, we don’t want family finances to keep a Scout from attending the camp of his or her choice. Scouts will learn an important value, *earning your own way*.



Cub Adventure Weekend-Scout	\$30	6 Cards
CAW Scout and parent	\$50	10 Cards
Badges at Barton	\$70	14 Cards
Cub Day Camp	\$175	35 Cards
Cub/ Webelos Resident Camp	\$220	44 Cards
Scouts BSA Summer Camp	\$600	120 Cards



The Great Camp Give Away

Any Cub Scout and Scouts BSA/Venturer/Mate who sells 25 cards or more, will be entered into a drawing for a **FREE FULL SCHOLARSHIP** to any Scout Camp offered by the Baden-Powell Council during 2024. This includes Cub Day Camp, Cub Resident Camp, Scouts BSA Summer Camp at Tuscarora Scout Reservation or Badges at Barton. Two names will be drawn. One for Cub Scout level and one for older program level.

Scouts will be notified of Camp Scholarship prizes within two weeks of the unit card settlement date of May 1. Scholarships cannot be sold or transferred to another Scout and have no cash value. Camp scholarships are only good for camps operated by the Baden-Powell Council. Only one camp scholarship per Scout. No combined sales.

Return Policy

Camp Cards can be returned to the Council Service Center without penalty between March 25 and May 1. The cards **MUST BE** in new condition (including snap off discounts) **NO** cards will be accepted for return after May 3. The Council reserves the right to refuse product that has been damaged or rendered unsalable. The unit is responsible for any unused cards (lost, misplaced, damaged, etc.) Be sure Scouts and parents treat each card as if it were a \$5.00 bill.

**Contact your District Executive anytime you have a question 607-648-7888.
We are here to help you!!!!**

Camp Master Job Description

Each unit should have a Camp Master. The Camp Master's Camp Card responsibilities are to manage all the aspects of the sale and clearly communicate sale information to your leaders, parents and Scouts.

The Camp Master's ultimate goal: Get 100% of their Scouts to summer camp.

CAMP

- **Be an expert on all Baden-Powell Council summer camp opportunities.**
- **Encourage all Scouts to get to a summer camp experience.**
- **Explain to parents the importance of the outing in Scouting!**
- **Set a goal for the percentage of Scouts attending camp and achieve it!**

CARD

- **Communicate the purpose of the Camp Card sale and time line to your Scouts and parents.**
- **Kick-off the Camp Card sale with a BANG providing all members with a sales kit**
- **Inspect, coach and praise your Scouts.**
- **Collect the money and turn in the amount due to the Council on time.**

Camp Card Key Dates

February 29th Date to commit to sell by

March Roundtables-Pick up Camp Cards for unit

March 1 Sale Begins-Pick up Camp Cards at Council Office

May 1 Sale Ends

May 3 All cards must be returned to Council Office or at May Roundtables.

How to sell 50 Cards

- Sell two to your parents or guardians
- Sell six to relatives (grandparents, aunts, uncles)
- Have a parent or guardian sell ten at work
- Sell eight to members at your church
- Get permission to sell ten in front of a local store
- Sell ten cards door to door in your neighborhood
- Contact ten friends through email, Facebook or Twitter and sell to their parents

Safety and Courtesy

- **Sell with another Scout or adult**
- **Never enter anyone's house**
- **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 you make a sale or not**

Sales Techniques for Scouts

- **Wear your uniform**
- **Smile and tell them who you are-first name only**
- **Tell them where you are from (unit within Scouting)**
- **Tell them what you are doing (earning camp money)**
- **Tell them what they can do to help**
- **Share the great deals on the card and the low price**
- **Close the sale and thank them**

We're selling Camp not just Discount Cards!

Ensure your families understand that they are selling character, they are selling a better community, and they are selling the benefits of Scouting summer camp not just selling 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 our young people going to camp, and people want to support Scouting.

Prepared. For Life.