



BOY SCOUTS OF AMERICA® CHICKASAW COUNCIL

2017 Camp Card Leader's Guide



SKY ZONE
INDOOR TRAMPOLINE PARK

60 MINUTES JUMP FOR PRICE OF 30 MINUTES

One time use. Valid for one jumper. Not available for online purchases. Cashier Collect Coupon. Expires 12/31/17. www.skyzone.com

Bass Pro Shops

\$5 OFF
YOUR PURCHASE OF \$50 OR MORE.

Certain Exclusions Apply. One time use. Valid at Memphis Bass Pro Shop locations only. Cashier Collect Coupon. Expires 12/31/17

GATEWAY
TIRE & SERVICE CENTER
"WE GO THE DISTANCE FOR YOU"

10% OFF
YOUR PURCHASE OF \$20 OR MORE.

One time use. Valid at Memphis Gateway Tire & Service Center locations only. Cashier Collect Coupon. Expires 12/31/17

OUTDOORS

\$5 OFF
\$50 or more purchase

Not valid with other discounts. Cashier Collect Coupon. Expires 12/31/17

PEDDLER BIKE SHOP

\$10 OFF
\$50 or more purchase

Not valid with other discounts. Cashier Collect Coupon. (All Locations)

Expires 12/31/17

Kroger

\$5 OFF
\$100 Purchase

SEE BACK FOR DETAILS. ONE TIME USE ONLY. PRESENT TO CASHIER. VALID THRU 06/30/2017.

2017 CAMP CARD
MEMPHIS

\$5

CHICKASAW COUNCIL 55B
FRIENDS OF SCOUTING

Chickasaw Council, Boy Scouts of America®
www.chickasaw.org

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. All offers expire 12/31/2017 unless otherwise stated.

COUPON CARD

\$10 OFF
your purchase of \$50 or more*

DICK'S
SPORTS & OUTDOORS

The above card is an example only.

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 a 50% commission** (\$2.50) on each \$5 Camp Card they sell (see commission schedule). The cards will be distributed by the second week of March or March roundtables. The sale will end on May 15th, giving units 9 weeks to sell cards. Accounts are to be closed out by May 15th – 17th. So please, “Be Prepared.”

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

Camp Card Program for 2017

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 they sold in 2016 to figure out how many cards to check out. 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 Shop’s request.

Weekly drawings will be held for \$25 gift cards to Bass Pro Shops, Amazon, game Stop, or Walmart for Scouts selling 25 camp cards. One drawing will be held per week beginning March 24st.

Camp Card Timeline

Now – March 15 th	Register to Sell Camp Cards.
March 8-10	Camp Card kickoff and card distribution
March 24 th – May 5 th	Weekly Drawings
May 15 th	End of Sale, Payment due into the office
May 15 th – 17 th	50% Commission Earned.
May 18 th	Late Settlement: Commission 35%
May 25 th	Late Settlement: Commission 25%

Camp Card Commission and Prize Schedule

Units completing their sale on time, by May 15th, and turning in all monies to the Scout office by this date will receive a 50% commission of \$2.50 per card sold. Units that close their accounts after May 17th will receive a 35% commission or \$1.75 per card sold. Units that close their accounts after May 24th will receive a 25% commission or \$1.25 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
100 cards sold	Akela Cub or Chickasaw Council Merit Badge College
200 cards sold	Winter Camp, Resident Camp, or Day Camp Free
400 cards sold	Kia Kima Summer Camp Free
*800 cards sold	Entered into Grand Prize Drawing (XBox One or PS4)

***Entry into the weekly drawing, the Grand Prize Drawing Entry is the only cumulative prize. If a Scout sells 200 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 Akela Cub or Chickasaw Council 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 2017 calendar year only.**

Weekly drawings will take place during the sale. Winners will receive a gift card of their choice to Bass Pro Shops or Walmart. 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 800 cards will be entered into a drawing for a game system of their choice (XBox One or PlayStation 4)! Early estimates show that between 1-5 Scouts will sell this amount of cards; make sure it's your Scouts!

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 SALES KIT and 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 your Scouts.

Sell at Work: A great way for Mom and Dad to help their Scout. Have Mom & Dad take the SALES KIT 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.
- Don't 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.
- **Scouting units are not permitted to sell at Kroger Supermarket or Bass Pro Shops locations per Kroger 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 May 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 2017 Camp Card Sale. Units may order cards at the following link: <http://www.chickasaw.org/campcards>

2017 marks the 8th year for the Chickasaw Camp Card sale and in 2016 Scout units in the Chickasaw Council earned over \$288,857 to support their program operations. Registration is simple and quick. It will also ensure you receive your cards by the start of the sale.