

Earn an iPad or XBox!



All Scouts who sell 1,000 cards
will receive an iPad Air or XBox!
Wow!

www.centralnccouncilbsa.com

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Serving the youth of Central North Carolina.



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THIS YEAR'S CARDS

The Camp Card Sale

The Camp Card initiative is designed to help Scouts earn their way to summer resident camp, high adventure or Cub day camp / twilight camp. Units participating in this program will earn 50% commission (\$2.50) for each \$5 Camp Card they sell. The sale will begin in Late January and end on May 12, giving units nearly 3 months to sell and close out their accounts.

This program is RISK FREE, simply return any unsold cards at settlement on or before May 12.

Community Partners

Local businesses have offered generous one-time discounts that make the sale of this card a no brainer. Several more partners, right in your own community, have offered discounts that are multi-use all year round. Take advantage of these partnership to help your Scouts get to camp.

Camp Master (kamp · má · ster): one who ensures their Scouts get to camp.

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

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

The Camp Master should be an expert on *all things camp*, they must ensure Scouts know the myriad of summer camp opportunities available and are encouraged to attend. A good Camp Master will have over 90% of their Scouts attend a summer camp.

Earn an iPad or Xbox!



All Scouts who sell 1,000 cards will receive an iPad Air or Xbox One! Wow!



Sales Techniques for Scouts

Don't miss the opportunity to use the Camp Card sale to train your Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort and your sales will improve.

Have Scouts role play and practice during your Kick-Off. Find a way to make training fun and reward Scouts who do a good job.

Have your Scouts practice these simple steps:

- 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 money toward Scout Camp, high adventure trip, etc.).
- Tell them what they can do to help (save money with the Camp Card).
- 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 Scouting.

Prepared. For Life.

Thank you for your support of Scouting!



HE EARNS HIS OWN WAY TO SUMMER CAMP



How to Sell Camp Cards

Your job as Camp Master is to teach your Scouts how to sell. Create a plan and train your Scouts in all three methods of selling listed below; this will give you 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. Be sure not to over schedule Scouts. Please do not sell cards in front of any business without their permission.

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.
- 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.

Camp Master Responsibilities

CAMP

- Be an expert in all Central North Carolina Council summer camp opportunities.
- Encourage all your Scouts to select a camp that fits their summer schedule and wants.
- Explain to parents the importance of the outing in Scouting!
- Set a goal for 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 of 20 cards.
- Inspect, coach and praise your Scouts.
- Submit the name of each Scout who sells 20 cards for the weekly scholarship drawing.
- Collect all money and turn in the amount due to the Council on time.

Value

The Camp Card represents opportunity to Scouts and value to the community. At 50% commission here is the value!

Cub Day Camp (avg)	\$80	32 Cards
Webelos Resident Camp	\$130	52 Cards
Boy Scout Summer Camp	\$275	110 Cards
Philmont (apx)	\$1,750	700 Cards
New Troop Traylor	\$5,000	2000 Cards

Teaching the value of "earning your own way" has never been easier.



Camp Card Key Dates

- January 26 Camp Card Distribution in your District
- February 6 Camp Scholarship Drawing -1
- February 13 Camp Scholarship Drawing -2
- February 20 Camp Scholarship Drawing -3
- February 27 Camp Scholarship Drawing -4
- March Card Re-Distribution at Round Table
- March 6 Camp Scholarship Drawing -5
- March 13 Camp Scholarship Drawing -6
- March 20 Camp Scholarship Drawing -7
- March 27 Camp Scholarship Drawing -8
- April Card Re-Distribution at Round Table
- May Settlement at May Round Table including prize forms
- May 12 Sale Ends
- May 19 Deadline for Card Returns & Final Settlement to receive full commission
- May 26 Commission Drops to 30% (at 5:00 pm)
- June 2 Commission Drops to 15%

Camp Card Contacts

District	Cannon (Cabarrus)	Old Hickory (Union)	Pee Dee (Anson & Richmond)	Sapona (Rowan)	Uwharrie (Montgomery & Stanly)
Camp Card Chair	Ginny Lawson	Klova Hauser	Charleen Wallace	Kelly Hunsucker	Bob Remsberg
E-Mail	cannoncamp-cards@gmail.com	gammaklo2@gmail.com	charleen.wallace@yahoo.com	khunsucker10@gmail.com	rremberg@yahoo.com
Camp Card Phone #	828-508-0141	980-328-8856		980-521-3910	704-519-6798
District Executive	Sean Daley	Phillip Hearne	Chris Ratliff	Jeff Bays	Matt Cook
District Executive E-Mail	Sean.daley@scouting.org	Phillip.hearne@scouting.org	christopher.ratliff@scouting.org	Jeff.bays@scouting.org	Matthew.cook@scouting.org

Prizes!

Every Scout who sells 20 cards will receive a limited edition **camping cinch bag!** Cinch bags will be distributed through unit leaders at monthly roundtables or at the Council Office.

In addition to the cinch bag and weekly scholarship drawings, Scouts are eligible for HUGE prizes. Once a Scout sells 500 or more cards they will be able to select one prize from the list below. Scouts are only eligible for one of these prizes. Scholarships from the weekly drawings are not transferable and have no cash value; they may only be redeemed at a Camp owned and operated by the Central North Carolina Council in 2017. There are no partial scholarships and no substitutions.

iPods, iPads and Xbox Ones must be picked up by the Scout or his parent at the Council Service Center in Albemarle. (iPad Air with wifi - approximate value \$400; iPod Touch 16G approximate value \$199)



SELL THIS

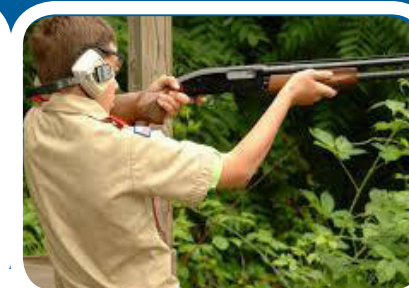
GET THIS!

500 CARDS

iPod Touch

1,000 CARDS

iPad air with wifi or Xbox One



Your Unit Kickoff

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

- Excite your Scouts about Summer Camp.
- Inform your parents about why their Scout(s) 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 and phone.
- Review the presentation with your Cub/Scout Master prior to the meeting. Plan who is to do what.
- Be prepared to talk about summer camp opportunities.
- Have **snacks**, drinks, and music.
- Make sure EVERY Scout gets a SALES KIT and 20 CARDS.
- Keep it short.
- Set a sales goal and track weekly by Den, Troop, or Crew.

Camp Card Kick-off Agenda

1. Grand Opening with music, cheers, and excitement.
2. Check out a SALES KIT to every SCOUT with AT LEAST 20 cards.
3. Review summer camp opportunities.
4. Review Sales Goal and % of Scouts to Camp Goal & Explain Key Dates.
5. Scout Training: Role play sales Do's and Don'ts.
6. Prizes: Review Scholarship opportunities and weekly drawings.
7. Big Finish: Issue a challenge to your Scouts and send everyone home motivated to sell.

Follow up after the kick-off with important reminders like dates, family sales goals and scholarships Scouts can win. Be sure to promote the "Weekly Scholarship Drawing" program.

Commission

The 2017 Camp Card commission is 50% if your unit is paid in full by May 19. Commission drops to 30% on May 26 at 5:00 pm. Commission drops to 15% on June 2. We encourage you to offset the costs of summer camp with Camp Card proceeds; however, it is up to the unit to elect to do this, we understand the unit may have another program goal. Units do not have to pay for any cards up front.

Orders & Re-Distribution

The Council's order is based off unit orders; a few extra cards will also be ordered. While supplies last, extra cards may be secured through the Scout Office or your District Executive. Supplies are limited. *You must settle on your current order to get additional cards.* A card re-distribution will occur at both the March & April Round Tables. Units that have completed their sale and have left over cards should plan to return unsold cards at either the March or April Round Table. These cards will be re-distributed to units that wish to sell more cards. All unreturned cards will be paid for at settlement. Units may settle their account at the Council Service Center between March 9 -May 19. Each District will hold a settlement at their May Round Table.

Return Policy

Camp Cards can be returned to the Council Service Center in Albemarle without penalty between March 9 and May 20 or at your districts March, April or May Roundtable. The cards MUST be in new condition (including snap off discounts). NO cards will be accepted for return after May 19. The Camp Card Support Team reserves the right to refuse product that has been damaged or rendered unsaleable. The UNIT is RESPONSIBLE for ANY unreturned cards (lost, misplaced, damaged etc.) Be sure Scouts and parents treat each card as if it were a \$5.00 bill.

Camp Scholarship & Prize Policy

Prize forms must be completed at the time of settlement. Additional prize forms are located on council web-site. Weekly Camp scholarship prizes will be e-mailed directly to Scouts within 10 days of the unit settlement. Scholarships cannot be sold or transferred to another Scout and have no cash value. Camp Scholarships are only good for camps operated by the Central North Carolina Council during the 2017 calendar year. "I sold 20" cinch bags will be distributed to unit leaders at the monthly Round Table for Scouts who sold at least 20 cards or at the June Round Table for those turned in at settlement. See page 8 for a list of prizes.

iPad Air, Xbox One and iPod Touch winners may pick their prizes up from the Council Service Center after June 2. The Central North Carolina Council will not be responsible for lost forms or late entries, whatever the reason.



Make yourself an expert on summer camp opportunities!

Find out more at CentralNCCouncilBSA.com

Cub Scout Day Camp

Packs should encourage their Dens to attend together! Den Leaders and parents are encouraged to spend the week with their son. Packs who have strong day camp attendance are stronger organizations because of it, plus their Scouts and families have memories for a lifetime! Day camps are organized during the summer in various locations in each district. Day Camps offer archery, BBs, field sports, arts and crafts, Scout skills and much more.

Cost varies.

Sneak-In Weekend

Every Cub Scout needs to participate in Cub Scout Sneak-in-Weekend on July 22nd! Bring your Cub Scouts to Camp John J. Barnhardt for the day and participate in fun and games with the Barnhardt Summer Camp Staff. With over 1,000 acres of land, Scouts have plenty of space to run, play sports, do crafts, swim and explore our beautiful camp. We encourage our families to stay overnight, experience a real Scout Campfire program and sleep under the stars. All Cub Scouts and Parents are welcome to attend!

Cost \$30 per Scout/Adult pair and \$15 per extra sibling.

Webelos Resident Camp

Between June 22nd-25th, your Webelos Scouts can attend Camp John J. Barnhardt for Webelos Resident Camp. Four days of activities, games, and interacting with the Summer Camp Staff. Boys get to participate in almost everything the Boy Scouts do. Camp is where youth make memories that last a lifetime From BB guns and Canoes to climbing and swimming; youth have the chance to participate in a great camping experience.

Cost \$150 per Scout and \$80 per adult.

Camp John J. Barnhardt

Camp John J. Barnhardt, located on the William C. Cannon Scout Reservation, is 1,000 acres of beautiful, rolling wooded hills beside Badin Lake and is one of the premier Scout camps in the southeast. Camp Barnhardt is located off of Hwy. 740, half way between New London and Badin in Stanly County, North Carolina.

Scouts will enjoy swimming pool/shower facilities, natural and man-made lakes for swimming, canoeing, sailing, snorkeling, rowing, kayaking, motor-boating, water skiing and great fishing at Camp Barnhardt. There is a well-equipped handicraft shelter, an ecology building, rappelling/climbing tower, C.O.P.E Course, obstacle course, rifle, shotgun and archery ranges. Our outstanding facilities provide opportunities for your Scouts to take advantage of the excellent merit badge and skills programs.

Meals (except for the Wednesday evening "family night" picnic) are served in the 350-seat William C. Cannon Dining Hall. This fully air-conditioned building provides a comfortable place to enjoy the delicious meals prepared by our excellent staff. Camp Barnhardt also features a fully stocked trading post with a full line of Scouting supplies as well as snacks and drinks. The individual hot showers located at the swimming pool help Scouts to be "clean". A basketball court, volleyball, softball and other sports fields let the Scouts have fun as well as helping them to be physically fit.

We invite you and your troop to make Camp Barnhardt your summer camp home. We know you'll be glad you did.

Cost \$275.

Sell 20 Cards and Register online for the weekly drawing of a camp scholarship!

*** Register for the Drawing: To be entered into the weekly drawings, you must sell 20 cards, then submit your name, phone number and address online at centralnccouncilbsa.com. Register only once to be included in all 8 drawings.**