2020 Camp Card Sale

Camp Masters Guide

The Camp Card initiative is designed to help Scouts earn their way to summer resident camp, day camp or high adventure camp. Units participating in the program will earn up to 50% commission ($2.50) for each $5.00 card sold. The sale will begin on March 2, 2020 and ends on May 3, 2020.

The program is risk free. Units may simply return any unsold cards by May 10th, 2020.

Visit www.gacacouncil.org/campcards to learn more.

KEY DATES:

March 2   Camp Card Sale Begins
March 9   Camp Scholarship Drawing 1
March 16  Camp Scholarship Drawing 2
March 23  Camp Scholarship Drawing 3
March 30  Camp Scholarship Drawing 4
April 6   Camp Scholarship Drawing 5
April 13  Camp Scholarship Drawing 6
April 20  Camp Scholarship Drawing 7
April 27  Camp Scholarship Drawing 8
May 3     Camp Card Sale Ends
May 12    Payment Due for 50% Commission

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Community Partners

Local businesses that partner with the Georgia-Carolina Council to make this discount card available are wonderful Friends of the Scouting program. We strive each year to find the best discounts available to offer on our card. We are thrilled to be able to partner with such great companies such as Academy Sports, Twisted Burrito, Sonic, Eli’s American Café, C&C Automotive, Windsor Fine Jewelers, Frame it Now, True Flame, McDonalds, Bojangles, National Wild Turkey Palmetto Shooting Complex, Mellow Mushroom Great Clips, Carter-Koenig Photography, Augusta Scout Shop, Medieval Times Theater and others!

We continue to add new discounts to the card. If you own a business, or have one to recommend, please contact Ron Bane at the service center.
CAMP MASTER

Camp Master – One who insures their Scouts get to camp.

Each unit should have a Camp Master. The Camp Masters Camp Card responsibilities are to manage all aspects of the sale, clearly communicate sale information to your leaders and too EXCITE THE UNIT AND SCOUTS. The Camp Master’s Ultimate Goal: To get 100% of your Scouts to Day Camp or Summer Camp! The Camp Master should be an expert on all things camp, they must know the different opportunities your Scouts have this coming summer and encourage them to attend.

Camp Master Responsibilities:

CAMP

• Be knowledgeable of all Georgia-Carolina Council camping opportunities. Please see the Georgia-Carolina Council Program Calendar and www.gacacouncil.org/campcards.
• Encourage all of your Scouts to attend Summer Camp.
• Explain to parents the importance of the “Outing in Scouting.”
• Set a goal for the percent of Scouts attending camp and achieve it.

CARD

• Communicate the purpose of the Camp Card sale and timeline to your Scouts and parents.
• Kick-Off the Camp Card sale with a BANG, providing all members with a sales kit.
• Work with your Unit to arrange selling dates at various locations. “Show and Sell.” Make sure all Scouts are selling individually.
• Collect all money and turn in amount due to Council on time.
• Encourage, Coach, and Praise your Scouts.
POLICIES AND PROCEDURES:

COMMISSIONS
Regular commissions from the 2020 Camp Card program is 50% if your unit is paid in full by May 12, 2020. Commissions drop to 40% for accounts settled between May 13 and May 22, 2020. Commissions will drop to 30% for accounts settled after May 22. Units must return all unsold cards intact, or pay for them.

INITIAL CARD DISTRIBUTION & ADDITIONAL REQUEST
Initial distribution of cards will be according to historical sales data for each unit. Each Unit should fill out the necessary documentation (Camp Card Commitment Form) to receive cards. Scouts who would like to sell individually should have their parent or unit leader complete the online commitment form. Unit Leader or Committee Chair approval must be secured and will be confirmed. The Camp Card Commitment form informs the Unit, Unit Leaders and Charter Organizations that a single Scout is selling to help fund their way to camp and not for personal gain. While supplies last, extra cards may be secured through the Scout Office or your District Executive. Supplies are limited. Units that have completed their sale and have left over cards should plan to return unsold cards as soon as possible so other Scouts can have access to these cards. These cards will be re-distributed to units that wish to sell more cards. Partial payment from a unit’s first Camp Card distribution will be required before additional cards can be secured. Additional cards will be distributed based on how many youth per unit, what week of the sale we are in, the current success the unit is having, and future camp card sales plan for the unit. We need your help to ensure maximum sales for our Scouts and Units. Units may settle their account at the Council Service Center at any time prior to 5 PM on May 12th to receive the full 50% commission. Units that make payment between May 13 and May 22 will receive a 40% commission. Payment after May 22 will earn a 30% commission.

RETURN POLICY
Camp Cards can be returned to the Council Service Center without penalty anytime before May 22, 2020. Commissions drop each week after May 12. The cards MUST be in new condition (including snap off discounts) upon return. The Camp Card Support Team reserves the right to refuse product that has been damaged or rendered unfit for re-sale. The UNIT is RESPONSIBLE for ANY unreturned cards (lost,
miscellaneous, damaged etc.) Be sure Scouts and parents treat each card as if it were a $5.00 bill. All unsold cards not returned to the Council Service Center will be subject to a $2.50 charge per card to the Unit.

CAMP SCHOLARSHIP & PRIZE POLICY
Camp scholarship prize winners will be notified and their unit account credited for their attendance at camp. Scholarships cannot be sold or transferred to another Scout and have no cash value. Camp Scholarships are only good for camps operated by the Georgia-Carolina Council during the 2020 calendar year. Only one camp scholarship may be earned per Scout.

SALE SUPPORT
We are here to help you and your Scouts be successful. Contact your District Executive or Mike Shook with any questions you may have. Email Michael.shook@scouting.org.

Camp Opportunities

**Cub Scout Day Camp**

Offered during the summer in each district, day camp programs offer archery, BB gun shooting, field sports, arts & crafts, Scout skills and much more! Cost varies by district.

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<thead>
<tr>
<th>District</th>
<th>Date</th>
<th>Projected Cost</th>
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<tbody>
<tr>
<td>Creek River</td>
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<tr>
<td>Yamasee</td>
<td>July 20-24</td>
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**Webelos Resident Camp**

Held at Knox Scout Reservation July 11-14, 2020. First and second year Webelos Scouts are eligible to attend. Archery, BB gun shooting, crafts, nature activities, sports, aquatics, cooking and campfire programs are offered.

**Webeloree**

November 13-15, 2020. A fun filled weekend of camping fun for Webelos Scouts. The event is generally held at Knox Scout reservation and offers a variety of Scouting activities.

**Knox Scout Reservation Summer Camp**

Knox Scout reservation offers a wide variety of merit badges, aquatics activities, shooting sports and a great first year camper program. Sessions run from June 9 through June 29. Camp cost is $285 per Scout.

**Camp Card Prizes**
Cub Scouts who sell 100 Camp Cards or more will receive a free Camp Scholarship in addition to the commission earned. Scouts BSA, Venture Scouts, Sea Scouts, and Explorers who sell 300 cards or more will receive a free Camp Scholarship in addition to the commission earned.

There will be 8 weekly drawings to allow 8 lucky Scouts attend camp for free. To be eligible a Scout must sell 25 camp cards and report these sales to his Camp Master. The Camp Master will go online to register those Scouts who have sold 25 or more cards - Scouts should be registered once for each 25 cards sold. Scouts will remain in the drawing for all 8 weeks. Camp-Masters should visit www.gacacouncil.org/campcards to find the link to register their qualifying Scouts.

THE UNIT KICK-OFF:

The objectives of your Camp Card Kick-Off are simple:

- Get Scouts excited about Summer Camp.
- Get parents informed about why their son should attend Summer Camp.
- Show them how selling Camp Cards can help them achieve their goal.

How can you ensure a successful kick-off?

Make sure the kick-off is properly promoted through e-mail and phone.

- Review the presentation with your Cub Master or Scout Master prior to the meeting. Plan who is to do it.
- Be prepared to talk about Summer Camp opportunities.
- Have snacks, drinks and music.
- Make sure EVERY Scout receives CARDS and a specific goal for how many to sell.
- Keep it short.

Camp Card Kick-Off Agenda

1. Grand opening with music, cheers and excitement.
2. Review summer camp plans.
3. Review sales goal and % of Scouts to Camp Goal & Explain Key Dates.
4. Scout Training: Role play sales DO’s and DON’TS.
5. Prizes: Review opportunity for Scholarships and weekly drawings.
6. Check out cards to EVERY SCOUT.
7. BIG FINISH: Issue a challenge to your Scouts and send everyone home motivated to sell.

How to Sell Camp Cards

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

1. DOOR TO DOOR: Take your cards for a trip around the neighborhood. Highlight the great coupons. Parents and Leaders: PLEASE DO NOT ALLOW SCOUTS TO GO ALONE!
2. **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. Some of the vendors on the card have agreed to let your Scouts sell at their locations.

3. **SELL AT WORK:** A great way for Mom and Dad to help their Scout! Have Mom and Dad take 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 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 or not.

**TIPS:**

- ALL selling methods are the best. Use all methods to maximize your unit’s sale.
- Show & Sell Locations: Try to secure high traffic locations at the right times!
- LOCATION, LOCATION, LOCATION: Try to set-up sale dates at Camp Card vendor locations inside your District’s boundaries. Please schedule sale dates with managers or owners of these locations.