

# CONQUISTADOR COUNCIL, BSA

## 2018 Camp Card Leaders Guide



	<h3>CAMP CARD</h3> <p>Conquistador Council BOY SCOUTS OF AMERICA® www.conquistador-bsa.org</p> <p><b>\$5.00</b></p> <p>THANK YOU FOR HELPING SCOUTS EARN THEIR WAY TO CAMP</p> <p><small>Card offered for fundraising purposes only. Supports sending pack, troop or crew members to Scout camp. This individual selling this card will receive no direct financial benefit.</small></p>			

<p><small>Excludes clearance items, bulk orders, gift cards, licenses, all rebate offers, "Super Value Price" items, tickets, ammunition, firearms, laser rangefinders, tennis balls and products by Anon, Babolat, Bridgestone, Buck Knives, Callaway, Carhartt Apparel, Cimson Traxx, Dickies Apparel, Jansport, K2 Helmetts, Leupold Optics, Nike, Penn Fishing Reels, Shimano, Strawn, Steiner Binoculars, TaylorMade, Titent, Under Armour Apparel, Under Armour Accessories and Weber Grills. Limit one coupon per customer. Cannot be applied to other coupons or prior purchases. Not redeemable for cash or cash equivalent and must be surrendered at time of purchase. Good for one-time purchase on in-stock items only at any Big 5 Store. Discounts on multi-item purchases will be apportioned to each item on a pro-rata basis. Offer good at Amador, Butte, Colusa, El Dorado, Glenn, Lassen, Nevada, Placer, Sacramento, Shasta, Sierra, Solano, Sutter, Tehama, Yolo &amp; Yuba counties. Expires 12/31/16.</small></p>						

*The above card is an example only*

The Conquistador Council is pleased to announce 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 50% commission** (\$5.00) on each \$10 Camp Card they sell (see commission schedule). The cards will be available at the beginning of March. The sale will end on May 4<sup>th</sup>, giving units 8 weeks to sell cards. Accounts are to be closed out by Friday May 4<sup>th</sup> so plan accordingly.

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

## Camp Card Program for 2018

*Scouts may not sell camp cards for personal gain. Monies earned must be used for Scout activities.*

*Camp Cards will be community based. Camp cards will be created for the following communities: Roswell, Artesia/Carlsbad, Clovis/Portales and Hobbs,*

*Two weekly drawings will be for \$25 gift cards to Big 5 Sporting Goods or Walmart.*

### Camp Card Timeline

Now –	Register to Sell Camp Cards.
After March 1 <sup>st</sup>	Pick up Camp Cards
March 15 <sup>th</sup>	Weekly drawings begin
Friday, May 4 <sup>th</sup>	End of Sale
<b>Money due into office- Units turning in after the 4<sup>th</sup> receive 40% commission.</b>	

## Camp Card Commission and Prize Schedule

Units completing their sale by the sale conclusion date of May 4<sup>th</sup> and turning in all monies to the Scout office will receive a 50% commission of 5.00 per card sold. Units that close their accounts after May 4<sup>th</sup> will receive a 40% commission or \$4.00 per card sold. Please plan accordingly as we cannot make exceptions.

**Weekly drawings** will take place during the sale beginning on Friday March 15th. Winners will receive a \$25 gift card of their choice to Big 5 Sporting Goods or Walmart. Those that sell 20 cards must submit their entries by Friday of each week of the sale. To submit names, simply email the following information to [conquistadorcampcards@gmail.com](mailto:conquistadorcampcards@gmail.com):

*Unit Number – Scouts Name – Total number of cards sold for that particular week.*

Scouts may be entered into the drawing multiple times. For each 20 cards sold, Scouts receive one entry.

### **Additional Incentives.....**

20 Cards Sold	Weekly Drawings
40 Cards Sold	Cub Scout Family Camp Attendance Free (\$15 Value)
100 Cards Sold	Cub Scout Resident Camp Attendance ½ price (\$65 Value)
100 Cards Sold	Entered into the grand prize drawing for an Ipad Mini.

## How to Sell Camp Cards

There are three tried and true sales tactics that will ensure a successful sale. 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 you the best results.

**Door to Door:** Take your 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 one of the most effective approaches 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 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.
- 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 .

## **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.** 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 come to the Scout office and fill out the appropriate paperwork to receive additional cards.

## **!!!Register to Sell!!!**

**It's time to register for the 2018 Camp Card Sale. Units may order cards at the following link:**

<http://conquistador-bsa.doubleknot.com/event/2018-camp-card-registration/2291722>

