


Camp Card Sale 2019

**Sells for
\$5**
~
**Exceeds
\$50
Value**






The Cherokee Area Council is excited to announce our 2019 “Camp Card.” This initiative is designed to help Units earn money for summer camps and year-round programming. Units participating in this program may **earn up to 50% commission** (\$2.50) on each **\$5 Camp Card** they sell (see commission schedule). The cards will be available on February 2, 2019 at the University of Scouting, at District roundtables and at the Scout Service Center. The sale will end on May 8, 2019, giving Units plenty of time to sell!

Camp Card Timeline

Saturday, February 2 nd	Camp Card kickoff & distribution at University of Scouting.
February Roundtable	Camp Card distribution and Unit selling tips
Wednesday, March 20 th	First “On My Honor” drawing
Wednesday, March 20 th	<u>Mid-Sale Check Point</u> “Camp Seller” 50% Commission status. All units that make a payment by this date for half the number of cards checked out will earn 50% commission for the entire sale. Units may continue selling after this date.
	
March Roundtable	Camp Card distribution and returns
Wednesday, April 17 th	Second “On My Honor” drawing
Wednesday, May 8 th	GRAND Prize drawing
Wednesday, May 8 th	ALL UNSOLD CARDS AND BALANCE ARE DUE

Unit accounts not balanced (fully paid or unsold cards returned) by May 8, 2019 will have \$5 deducted from their commission every business day until their account is reconciled.

Commission Schedule and Recognition Program

<p>Win a TV!</p> 	<p>Any Scout that sells 150 cards by May 8th can be entered to win a 32” LED TV.</p> <p><small>(No combination of sells will be accepted) Drawing will take place on May 8th.</small></p>
<p>“On my Honor” Drawings</p>	<p>Scouts can be entered into drawings for every 20 Camp Cards they sell. We will conduct a drawing on March 20th and April 17th for \$100 gift cards. Leaders are encouraged to submit “On My Honor” forms for each Scout that sells 20 Camp Cards. Two forms may be submitted if a Scout sells 40, three forms if a Scout sells 60, etc.</p>
	<p><u>Mid-Sale Check Point</u></p> <p>All Units must turn make a payment for at least half of the cards checked out by March 20 to earn 50% commission for the sale. Units may continue selling after this date at the 50% commission rate. This mid-sale check point will help us to determine if we need to redistribute cards to other Units that want to participate in the sale, and make sure Units are set up for success at the end of the sale.</p>
	<p>Units that do not pay at least half of their balance of checked out cards or return unsold cards by March 20 will earn 40% commission for the entire sale period.</p>
<p>Re-order</p>	<p>Additional cards will be available at the Scout Service Center. To sign out more cards you will need to make payment in full for the cards you have out. Example: 1st order of 200 cards, payment for 200 cards is made to BSA. <u>Units will only be allowed to check out a large number of cards if their past sales history shows success.</u></p>

Sales Strategy

Risk Free Guarantee **Easy Fundraiser** **Where to Sell**

- 🦋 **Start with your families!** Each family can use a card each week and will receive a great return on investment AND a Scout will earn **\$25 for camp or unit equipment!**
- 🦋 Mom or dad could sell 10 cards at work.....**Another \$25 for their Scout's Unit!**
- 🦋 Scouts could sell 10 cards to extended family, friends and neighbors....**Another \$25!**
- 🦋 Scout leader or parent should coordinate sales times in front of high traffic areas such as churches, banks, local stores, etc.
- 🦋 Units should coordinate times with stores that are represented on this year's card as well.
- 🦋 **Want to sell in front of Food City?** Per Food City guidelines, your Unit must contact Scott Martin or Becky at 423-892-8323 to set up an appointed time. It is VERY IMPORTANT that Units DO NOT contact Food City directly to set up a time to sell or show up at an un-appointed time. Units will only be allowed to sell in front of Food City between March 24th and April 8th for the entire 2019 year. (Times: M-F 4pm-7pm, Sat. 10am-7pm, Sun. noon-7pm) (Refer to Food City Policy page)

Keys to Unit Success

- 🦋 **Recruit a "Camp Card Chair"** within your Unit to manage all aspects of the sale.
Communicate the purpose and timeline of the sale to parents.
Host an exciting Unit kick-off.
Track all money and cards and turn them in to the Council on time.
- 🦋 **Set a Unit sales goal!** Parents will support a fundraiser if there is a clear concise goal and reason (ie. Summer Camp, Day Camp, Equipment, Trailer, Pinewood Derby Track, etc.). Best methods show that a unit should establish a Unit goal and then develop a per Scout goal. "Our Unit goal is \$2,500 so that we can help pay for all our Scouts to go to camp this summer. Each one of our boys needs to sell 20 cards."
- 🦋 **Conduct an ENTHUSIASTIC Kickoff!** A boring and dreary sales pitch to the Scouts and families will result in boring and dreary commissions! Dream BIG! Small dreams have no magic!
- 🦋 Encourage every Scout to be a "**20 Card Seller**" and enter the March and April Council drawings for \$100 gift cards and a TV drawing!
- 🦋 Units should consider, and are encouraged to develop, their own **Prize Program**. Youth will sell more for prizes and recognition! (Pizza Party, gift card, etc.) "All of our Scouts that sell 20 cards will be invited to the Unit swim and pizza party in May."
- 🦋 **Create a sense of urgency!** People react to deadlines. "We would like to have our campaign wrapped up in three weeks." If given too long to sell, people will push the task off and it will no longer be a priority.
- 🦋 **Turn money in early!** The Cherokee Area Council will provide additional Camp Cards to Units turning in money for previously sold cards.
- 🦋 **Control your inventory!** You will also want the flexibility to provide additional cards to Scouts who are selling their Camp Cards quickly. Trying to collect unsold cards from Scouts in an effort to redistribute them is very time consuming. Keep a small amount of cards in reserve to give Scouts that are selling their cards quickly.

“On My Honor” Forms

Please fill out and submit an “On my Honor” form each time a Scout sells 20 cards. **A drawing for a \$100 gift card will be held on March 20th and April 17th at 5:00 p.m.** Promote to your Scouts to sell early! If they turn in an “On My Honor” form before March 21st it will be kept in the next drawing, giving them more chances to win. Scouts may complete and submit “On My Honor” forms for every 20 cards sold throughout the sale. For example, two forms may be submitted if a Scout sells 40, three forms if a Scout sells 60, etc. Completed forms may be emailed to your district executive, or dropped off at Scout Service Center.

“On my Honor”

I have sold 20 Camp Cards



Scout's Name: _____

Phone #: _____

Unit Type and Number: _____

“On my Honor”

I have sold 20 Camp Cards



Scout's Name: _____

Phone #: _____

Unit Type and Number: _____

“On my Honor”

I have sold 20 Camp Cards



Scout's Name: _____

Phone #: _____

Unit Type and Number: _____

“On my Honor”

I have sold 20 Camp Cards



Scout's Name: _____

Phone #: _____

Unit Type and Number: _____

32" LED TV: 150 Camp Cards

Completed forms may be dropped off at Scout Service Center. Scouts may only submit 1 form for the Grand drawing of a 32" TV. Drawing will take place May 8th at 5:00pm, Scout will be notified.

Unit Type: Pack Troop Crew Unit #: _____

Scout Name: _____ Parent Name: _____

Home Phone: _____ E-mail Address: _____

1. How were you successful in selling 150 Camp Cards?

2. What advice would you give other Scouts to help them be successful?

Parent Signature: _____

***By signing this form you testify that your son sold 150+ camp cards by May 8, 2019 without combining sales from any other Scout.**

Unit Leader Signature: _____

***By signing this form you testify that the above Scout sold 150+ camp cards by May 8, 2019 without combining sales from any other Scout.**

32" LED TV: 150 Camp Cards

Completed forms may be dropped off at Scout Service Center. Scouts may only submit 1 form for the Grand drawing of a 32" TV. Drawing will take place May 8th at 5:00pm, Scout will be notified.

Unit Type: Pack Troop Crew Unit #: _____

Scout Name: _____ Parent Name: _____

Home Phone: _____ E-mail Address: _____

1. How were you successful in selling 150 Camp Cards?

2. What advice would you give other Scouts to help them be successful?

Parent Signature: _____

***By signing this form you testify that your son sold 150+ camp cards by May 8, 2019 without combining sales from any other Scout.**

Unit Leader Signature: _____

***By signing this form you testify that the above Scout sold 150+ camp cards by May 8, 2019 without combining sales from any other Scout.**

2019 Food City Boy Scout Guidelines

Please provide a copy of these guidelines to each troop interested in scheduling a ticket expo sale date. The potential sale periods will be March 24 – April 8, 2019.

- All sales must be scheduled directly through the Boy Scout Council, who will in turn coordinate with Food City.
- Once approved, on your scheduled sale date please check-in with the store manager upon arriving and departing the store.
- You will only be allowed to sell on your schedule date and time slot.
- All sales must take place on the sidewalk area outside the store.
- A table must be used for all sales, with a sign identifying it as a **BOY SCOUT EXPO TICKET SALE**.
- All Boy Scouts must wear their uniform shirt.
- No more than 2 adults & 4 boys will be allowed at the table or on the side walk area at any one-time.
- Please do not approach the customers, wait for them to come to the table.
- Absolutely **NO** sales are to take place off the sidewalk – this is to prevent scouts from entering into the lanes of traffic in the parking lot.
- Should an issue arise that causes the store manager concern for either the safety of the scouts or inconvenience to our customers, the manager may immediately terminate the sale with no reschedule date.
- Please keep in mind that these policies have been drafted with the safety of the scouts and convenience of our customers in mind. Any infractions will jeopardize future sales for the entire Boy Scout organization.
- All questions, comments or suggestions regarding a sale must be submitted directly to the Boy Scout Council, who will in turn discuss them with Food City.

We wish you the utmost success with your sales and thank you for selecting Food City as a possible sales location.

FOOD CITY LOCATIONS

Able to sell in front of Food City between March 24 – April 8, 2019

Monday-Friday 4 p.m. until 7 p.m., Sat 10 a.m. until 7 p.m., Sun noon until 7 p.m.

TO SELL AT A FOOD CITY LOCATION:

Contact Scott Martin (ScottT.Martin@scouting.org) or Becky at 423-892-8323 to schedule. Give Store # and dates. You will be able to schedule based on availability. **DO NOT CONTACT FOOD CITY STORES DIRECTLY.**

Guidelines for Units to sign up to sell at Food City:

Each Unit will be allowed to select one afternoon time slot and one weekend day per week to give each Unit a chance to sell at Food City locations.

After March 8th, any Unit will be able to schedule any date still available at any location.

Store #	Store Address	Zip Code
206	319 Chickamauga Avenue, Rossville, GA	30741
211	1308 West Walnut Avenue, Dalton, GA	30720
214	150 Highway 41, Ringgold, GA	30736
217	820 Mission Ridge Road, Rossville, GA	30741
230	502 G.I. Maddox Parkway, Chatsworth, GA	30705
233	112 Crimson Drive, P. O. Box 98, Trenton, GA	30752
239	1287 N. Glenwood Avenue, Dalton, GA	30721
249	531 Battlefield Parkway, Fort Oglethorpe, GA	30742
252	311 North Main Street, LaFayette, GA	30728
701	7804 East Brainerd Road, Chattanooga, TN	37421
703	5604 Hixson Pike, Hixson, TN	37343
705	1600 East 23rd Street, Chattanooga, TN	37403
706	4510 Highway 58, Chattanooga, TN	37416
710	3715 Ringgold Road, East Ridge, TN	37412
712	255 Ocoee Crossing North, Cleveland, TN	37312
713	8530 Hixson Pike, Hixson, TN	37343
715	703 Signal Mountain Road, Chattanooga, TN	37405
716	3801 Tennessee Avenue, Chattanooga, TN	37409
717	8634 Highway 58, Harrison, TN	37341
724	420 Market Street, Dayton, TN	37321
726	3600 Hixson Pike, Chattanooga, TN	37415
727	3901 Dayton Boulevard, Red Bank, TN	37415
735	6951 Lee Highway, Chattanooga, TN	37421
738	10161 Dayton Pike, Soddy Daisy, TN	37379
743	2310 McGrady Drive, Cleveland, TN	37323
747	841 U.S. 411 North, Etowah, TN	37331
773	1667 Ooltewah-Ringgold, Ooltewah, TN	37363
774	6043 Relocation Way, Ooltewah, TN	37363

Unit Scout Camp Card Check-out

(Scout Parents to turn into Unit Camp Card Chair)

Scout Name: _____ Unit #: _____

Parent Name: _____ Phone # _____

<h2># of Camp Cards Issued</h2> _____	To be completed on card turn in:	
	Checks	\$ _____
	Cash	\$ _____
	TOTAL	\$ _____
	_____ Cards Sold	
	_____ Cards Returned	
	_____ Total Cards	

I recognize that each card has a cash value of \$5. There is no risk to our Unit as long as all unsold cards are returned to the Unit by _____. By signing below, I recognize that I am responsible for paying \$5.00 for every unreturned card.

Signature

Date

Unit Scout Camp Card Check-out

(Scout Parents to turn into Unit Camp Card Chair)

Scout Name: _____ Unit #: _____

Parent Name: _____ Phone # _____

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Signature

Date

Camp Card Sale Unit Commitment Form

To be able to enter your Unit in the sale, ALL information must be filled out.

- YES! Our Unit wants to participate in the 2019 Camp Card Sale!
 No, we do not wish to participate because _____

Unit Information:

Unit Type: Pack Troop Team Crew Post
(Please circle one)

Unit #: _____ District: _____

Of Active Scouts: _____ Our Gross Sales Goal is: \$ _____

***initial card order cannot exceed 80% of total cards Unit sold last year**

Primary Unit Contact/Chair:

Name: _____

Cell/Daytime Phone: _____ Home Phone: _____

E-Mail Address: _____ (Required)

Camp Cards are active when received. Careful tracking and handling of the cards is strongly encouraged as the Unit will be held responsible for any lost or damaged cards.

On this day _____, _____ picked up _____ # of Camp Cards.
(date) (name) (quantity)

Unit Leader Signature: _____

***By signing this form you agree to be responsible for returning all unsold cards or paying the Cherokee Area Council \$2.50 each for all cards that are issued to your Unit by May 8, 2019.**

Please return to: Cherokee Area Council, BSA, 6031 Lee Hwy, Chattanooga, TN 37421. If you have any questions, please contact your District Executive, or Scott Martin at (423) 892-8323/ ScottT.Martin@scouting.org

The Camp Card program is an approved Unit Money Earning Activity sponsored by the Cherokee Area Council. Scouts are authorized and encouraged to wear their Field (class A) Uniform for any Council approved money earning activities. Please refer to the Unit Money Earning Application (#34427B) for requirements and guidelines for all other unit money earning activities.