

GOLDEN SPREAD COUNCIL, BSA PREVIEW



2024 CAMP CARD SALE

Golden Spread Council, Boy Scouts of America



Youth join Scouting because the program provides excitement and adventure in camping in the great outdoors. That starts with unit leaders and parents encouraging ALL Scouts to attend a camping experience. To help pay for that experience, we offer two primary funding sources throughout the year— Popcorn and Camp Cards. Both provide parents the opportunity to help pay for camp and Scouts learn how to communicate with confidence, the value of money, salesmanship, proper budgeting, and the value of earning your own way.

The “Camp Card” is an easy fun program to help Scouts earn money to help pay for all types of summer camp or day camp adventures. And, the dollars earned can be used for other Unit approved Scouting activities as well (Talk to your Unit Leader for details). Scouts participating in this program will earn 50% commission (\$2.50) for each \$5 Camp Card they sell. The sale will begin on March 7, 2024, and end on April 16, 2024. Council monies due April 30, 2024. That gives Units 6 weeks to sell and a week to collect any unsold cards and/or monies due.

The Council TOP selling Cub Scout, Scouts BSA Scout, and Venture Scout will receive a \$200.00 Visa Gift

Timeline

Now through February 12

Pre-order Camp Cards directly with your District Executive

March 7th: Roundtable

Camp Card Kickoff & Distribution

March to April:

Sell Camp Cards and earn \$\$ for Camp and other Scouting activities!

Weekly Fill it Up Drawings:

March 8, 15, 22, 29

April 5, 12

Neighborhood Blitz: March 25 – March 31

April 16: Sale officially ends

April 30: All Top Seller Forms, any unsold cards and money is due to the Council

June to September:

Have FUN, save money, and attend Scout Camp and other Unit Activities!!!!

Fill It Up Weekly Drawings: The Council will be providing a weekly “Fill It Up” Contest Drawing for any Scout that sells 20 Camp Cards. Camp Card Coordinators will sign off on approved sales and then email, fax, or drop forms off at the Council Office Those forms will be entered for a chance to win. **Best of all—Sell 20—turn in a form. Multiple forms may be turned in each week, but all 20 sales must be new, and not previously used.** Winners will be drawn each Friday during the sale, and they’ll have the option to receive a \$25 Scout Shop Gift Card or a \$25 credit for any Council Sponsored Camp or Event. See Entry Form for more details.



The more cards Scouts sell, the more money they earn to fund their Summer Camp Experience!



2024 Camp Card Leaders' Guide

The Unit Sales Plan

Camp Card Coordinator:

Each unit should recruit a Camp Card Coordinator. That Coordinator's responsibilities are to manage all aspects of the sale, and clearly communicate sale information to your leaders, parents and Scouts. The Camp Card Coordinator's ultimate goal: Get 100% of their Scouts to sell cards, and attend summer camp, day camp and lots of Unit activities. The Camp Card Coordinator should be an expert on everything camp; they must ensure Scouts know the myriad of camping opportunities available and are encouraged to attend. A good Camp Card Coordinator will have over 90% of their Scouts sell cards and attend summer camp, and work as a Unit the week of the Neighborhood Blitz.

Goal to success!

Set a goal for "percentage of Scouts attending camp" and other Unit activities—Then of course, achieve it! Communicate the purpose of the Camp Card sale, Prizes, and timeline to your Scouts and parents. Kick-off the Camp Card sale with a BANG providing all members with at least 20 cards. Review how to sell cards, selling safety, and inspect, coach and praise your Scouts on how to be successful. Always discuss the importance of team work to achieve a common goal—NEIGHBORHOOD BLITZ. Collect all money, fill out Top Seller Forms, and turn in the amount due to the Council on or before April 21.

GO TO CAMP AND HAVE FUN!!

Timeline

Now—Feb 12 Pre-order Camp Cards with your District Executive (Page 4)

March 7 Camp Card Kickoffs/Sale Begins (District Roundtable)

Weekly Fill It Up Drawings:

March 8, 15, 22, 29

April 5, 12

March 25— March 31 All Unit Neighborhood Blitz

April 16 Sale Ends

April 30 All Unsold Cards and Monies Due. See—Card **Return Policy**

May 7 On this date, your Commission is reduced to 40%

May 14 On this date, your Commission is reduced to 30%

May 21 After this date, no commission will be offered



Orders & Re-Distribution

* The council will place an order based on pre-orders and last year's history. While supplies last, extra cards may be secured through the Scout Service Center. Supplies are limited. Units that have completed their sale and have left over cards should plan to return unsold cards to the Golden Spread Council, subject to the return policy. These cards will be re-distributed to units that wish to sell more cards.

* **Cards can be ordered directly with your District Executive (Page 4).**



2024 Camp Card Leaders' Guide

Commission

The 2024 Camp Card commission is 50% if your unit is paid in full by April 30. After that, Commission drops to 40% on May 7. Commission drops to 30% on May 14. After May 21, no commission will be earned. We encourage units to track Scouts' individual sales so Scouts can pay for 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 goal.

Return Policy

Returns of unsold cards will be accepted until April 30 with the following conditions:

- A Unit may return up to 25% of their order.
- Any additional returns after 25% will be charged a \$0.15 per card restocking fee.
- The cards must be complete, with no tabs removed.
- Returns after May 21 will not be accepted and the unit will be responsible to pay for any outstanding cards.

The Golden Spread Council reserves the right to refuse product that has been damaged or rendered unsalable. 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.

Your Unit Kickoff

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

- Get all Scouts excited about camping, and earning their way!
- Get parents informed about why their Scout should have a camp experience.
- Educate them on How to Sell Camp Cards, the weekly "Fill It Up" Contests, a Social Media presence, and plan for a successful all Unit NEIGHBORHOOD BLITZ.

How can you ensure a successful kick-off?

- Make sure the kick-off is properly promoted through e-mail, word of mouth, Social Media and phone.
- Review the presentation with your unit leader prior to the meeting. Plan who is to do what.
- Be prepared to talk about camp opportunities, Prizes, Neighborhood Blitz, and goals to earn their way.
- Make sure EVERY Scout starts with twenty (20) cards. Sell 20 every week to enter the "Fill It Up" Contest.
- Keep it short, and HAVE FUN!!

How to Sell Camp Cards

Your job as Camp Coordinator is to teach your Scouts how to sell. To get there, your team needs to employ all 4 sales methods. Create a plan, train your Scouts, and this will give them the best tools for success!

1. **Neighborhood Blitz:** All Council Units go door to door March 25 – March 31, and try to sell to every house in your neighborhood. This is also a great way to sell individually.
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, and always have change.
3. **Sell at Work:** A great way for Mom and Dad to help their Scout. Have Mom and Dad take the cards to work. Maybe their Scout can visit work, and sell in person....
4. **Social Media Promotions:** Help your Scouts have fun making videos to post on your favorite Social Media Platform.



2024 Camp Card Leaders' Guide

Safety and Courtesy

Be sure to review these safety and courtesy tips with your Scouts and parents.

- A Scout is Trustworthy!
- Always wear your Scout Uniform.
- 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 card.

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 the kick-off. Work on videos, and proper online Social Media Etiquette. Make sure all videos are Scout and family friendly. Avoid political references or anything that can cause unintentional harm. 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 (mask and social distance as necessary)

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, etc.)

Tell them what they can do to help (save money with the Camp Card)

Close the sale and thank them

We're selling Scouting, Not Just Discount Cards

Help your families understand that they are selling character, supporting the success of local Scouting, a better community, and they are selling the benefits of attending camps, not just selling discount cards.

Emphasize that each card sold helps a Scout earn their way to camp, and supports local Scouting.

Camp Card Kick-Off Agenda

- **Grand Opening** with music, cheers and excitement
- **Review Camp** opportunities & Prizes
- **Review Sales Goal**, Camp Attendance goal and explain key dates
- **Scout Training:** Role play sales Do's and Don'ts-In Person & Online
- **Big Finish:** Issue a challenge to your Scouts and send everyone home motivated to sell. Weekly Fill it Up!!
- **Follow Up** after kick-off with important reminders like dates, Fill it Up Forms, and family sales goals.
- **Check Out** at least 20 cards to every Scout. Sell 20 or more every week!!

Adobe Walls District– Gaylyne Manns– 806-207-0037

Golden Eagle District– Michael Lopez– 505-699-6552

Lone Wolf District– Aaron Couch– 806-710-0424

Quanah Parker District– Gemma Mitchell- 806-282-8296

Contact your District Executive with any questions, to place an order, or acquire additional Camp Cards for your sale.

Golden Spread Council

401 Tascosa Rd
Amarillo, TX 79124
(806) 358-6500



2024 Camp Card Leaders' Guide

Three examples of previous year's Camp Cards— The vendors/design will change in 2024!!

Cinema 4

FREE MOVIE PASS

Present this coupon at
Cinema 4 Theatre
1201 N. Hobart, Pampa

Buy ONE Movie Pass.
Get ONE Person in
FREE

No purchase necessary.
Coupon not valid with any
other offer. One coupon per
person, per visit.
EXP. 2/28/23



2022 CAMPCARD

By purchasing this card, you are
helping Scouts attend Summer Camp.

ONLY
\$5



**FREE FOUNTAIN
DRINK** w/ MEAL
PURCHASE

101 W. Hwy 66, McLean 806-779-8940
4332 SW 45th Ave, Amarillo 806-367-9732
EXPIRES 2/28/23

\$5 OFF
LAVA
WASH



VALID AT ALL AMARILLO, BORGER, PAMPA &
DALHART TNT CAR CARE CENTERS. EXP. 2/28/23

Chubby's Burrito Co.

FREE DRINK
w/ purchase of a meal
1 PER VISIT PER CUSTOMER. EXP. 2/28/23
1328 N HOBART, PAMPA 806-688-1160

FIRE CREEK
BAR & GRILL

2537 Perryton Pkwy
Pampa, TX

**FREE TEA
OR SODA**

WITH THE
PURCHASE
OF MEAL
EXP. 2/28/23



i'm lovin' it®
FREE

Buy any large
Sandwich
and Get another
Sandwich of Equal
or lesser value
for **FREE**



i'm lovin' it®
FREE

Buy any large
Sandwich
and Get another
Sandwich of Equal
or lesser value
for **FREE**



2022 CAMPCARD

By purchasing this card, you are
helping Scouts attend Summer Camp.

ONLY
\$5



**BUY 3
POPSICLES
GET 1
FREE**
ONCE PER VISIT
EXP. 2/28/23



**FREE
FOUNTAIN DRINK**
WITH PURCHASE

101 W. Hwy 66, McLean 806-779-8940
4332 SW 45th Ave, Amarillo 806-367-9732
EXPIRES 2/28/23



**ONE FREE
QUESO**

with the purchase of 2 adult entrées.
Limit 1 coupon per table per visit. No split checks
Valid at Wallace St, Downtown Amarillo, & Canyon. EXP. 2/28/23

\$5 OFF
LAVA
WASH



VALID AT ALL AMARILLO, CANYON & PAMPA
TNT CAR CARE CENTERS. EXP. 2/28/23



Buy ONE Sonic
Cheeseburger
at Regular Price
and Get ONE
FREE

Please mention coupon
when ordering. Coupon
available for one-time use.
Good for One Regular
Cheeseburger.



Buy ONE Sonic
Cheeseburger
at Regular Price
and Get ONE
FREE

Please mention coupon
when ordering. Coupon
available for one-time use.
Good for One Regular
Cheeseburger.



2022 CAMPCARD

By purchasing this card, you are
helping Scouts attend Summer Camp.

ONLY
\$5



10% Off EXP. 2/28/23
PURCHASE
EXCLUDING ALCOHOL
520 E. HWY 54
Guymon, OK



10% OFF
ANY ITEM IN
THE BOUTIQUE
LIMIT 1 PER CUSTOMER,
PER VISIT. EXP. 2/28/23



**Buy 1 Single Burger
Get 1 Half Price**
Must present at
time of order.
Guymon & Hooker
locations only.
Expires 2/28/23



10% OFF
ONE ITEM
(EXCLUDING ALCOHOL)

325 N PERKINS AVE
GUYMON, OK
Limit 1 per customer, per visit.
Exp. 2/28/23 Not valid with
other coupons or offers.

3 Wild Hairs Studio,
LLC

"Helping you with Hair,
Hands, and Feet"

**10% OFF
ANY SERVICE**
One coupon per
visit

1322 N Main • Guymon
580-338-3130

EXP. 2/28/23



2024 Camp Card Sale—Unit Commitment

We will participate in the Camp Card Sale in 2024!

Total number of Scouts in your Unit _____
Estimated number of youth participating: _____
X Estimated number of cards sold per youth: _____

Which card(s) would you like for your unit (see reverse)

Card Number _____ How many of this card _____

Card Number _____ How many of this card _____

Total Number of Cards Requested: _____

X \$5 per card

Total Value of Cards Requested: _____



Pack # _____



Troop # _____



Crew#/Post # _____

Contact Information for Unit Camp Card Coordinator:

Name: _____

Daytime Phone: _____

Evening Phone: _____

Email: _____

Fax, mail, or bring this forms to the Scout Service Center

401 Tascosa Rd.
Amarillo, TX 79124
Phone: 806-350-5881 Fax: 806-358-7470
Email: chase.roach@scouting.org



Prepared. For Life.™

2024 Camp Card Leaders' Guide

We will be offering 10 different cards this year. Each card is specific to that location. You can order any card(s) # you wish - for example: You live in Hereford but know lots of people in Amarillo; you might consider placing an order for both Hereford AND Amarillo Cards.

Card Number and Locations

Card # 1 (AMA) Amarillo
Card # 2 (CAN) Canyon
Card # 3 (HER) Hereford
Card # 4 (PAM) Pampa
Card # 5 (BOR) Borger
Card # 6 (CHI) Childress
Card # 7 (DMS) Dumas
Card # 8 (SPE) Spearman
Card # 9 (PER) Perryton
Card # 10 (GUY) Guymon

*Contact your District Executive
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