Sell $7,000 in Cards
Earn an a $500 Walmart or Amazon Gift Card!

Sell $3,500 in Cards
Earn a $250 Walmart or Amazon Gift Card

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www.CalcasieuBSA.org

Calcasieu Area Council
Boy Scouts of America
304 Dr. Michael DeBakey Dr.
Lake Charles, LA 70601
337-436-3376

Serving the youth of Calcasieu, Cameron, Beauregard, Jefferson Davis, and Vernon Parishes.
The Camp Card Sale

The Camp Card initiative is designed to help Scouts earn their way to summer resident camp, high adventure or day camp. Units participating in this program will earn 50% commission ($2.50 or $5.00) for each $5 or $10 Camp Card they sell. The sale will begin in January 16th and ends April 24th. This timeline gives units 3 months to sell and close out their accounts.

This program is RISK FREE, simply return any unsold cards at settlement on or before April 24.

Community Partners

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

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!
Camp Master Responsibilities

CAMP
• Be an expert in all Calcasieu Area Council summer camp opportunities.
• Encourage all your Scouts to select a camp that fits their summer schedule.
• 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 timeline to your Scouts and parents.
• Kick off the Camp Card sale with a BANG providing all members with a sales kit & at least 20 cards.
• Inspect, coach, and praise your Scouts.
• 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!

<table>
<thead>
<tr>
<th>Camp</th>
<th>Commission</th>
<th>Number of Cards</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cub Day Camp*</td>
<td>$100</td>
<td>20-40 cards</td>
</tr>
<tr>
<td>Webelos Resident Camp*</td>
<td>$175</td>
<td>35-70 cards</td>
</tr>
<tr>
<td>Winter Camp 2019*</td>
<td>$160</td>
<td>32-64 cards</td>
</tr>
<tr>
<td>Boy Scout Summer Camp*</td>
<td>$265</td>
<td>53-106 cards</td>
</tr>
<tr>
<td>Philmont (approximation)</td>
<td>$1,750</td>
<td>350-700 cards</td>
</tr>
<tr>
<td>New Troop Trailer</td>
<td>$5,000</td>
<td>1000-2000 cards</td>
</tr>
</tbody>
</table>

*At Camp Edgewood or a Calcasieu Area Council Day Camp
Camp Card Key Dates

January 15  Camp Card Sort Day (Council Office) - 10 volunteers needed
January 16  Camp Card Distribution at Roundtable
January 20-24  Card Card Distribution by Appointment
February 20  Card Re-Distribution at Round Table
February 20  Camp Scholarship Drawing -1
March 12  Camp Card Drawing - 2
March 19  Card Re-Distribution at Round Table
March 26  Camp Scholarship Drawing - 3
April 16  Camp Scholarship Drawing -4
April 16  Card Settlement at Round Table or after April 16 by Appointment
April 24  Deadline for Card Returns and all prize forms
          Final Settlement

Sale Support

Contact your District Executive or Jonathan Swatts anytime you have a question. (337) 436-3376.
We are here to help you!

Camp Card Advisor - Jonathan Swatts      jonathan.swatts@scouting.org   337-936-3398
Calcasieu & Cameron Parishes - Jacob Fontenot  jacob.fontenot@scouting.org  337-831-4569
Beauregard, Vernon, Jeff Davis Parishes - James Grimes  james.grimes@scouting.org  281-761-3462
Council Office - Shawn Chamblee  shawn.chamblee@scouting.org  337-436-3376

Prizes!

Every Scout who sells $200 in cards will receive a special prize! Prizes to be distributed through unit leaders at May & June roundtable. Prize to be selected by leaders at the council kick-off!

Prizes are to recognize individual effort. No Den, Pack, Troop, Crew or Scouts may combine their sales to earn a prize. Scouts honor.

**SELL THIS** | **GET THIS!**

|$700 in Cards| Cub Scout Day Camp |
|$1050 in Cards| Webelos Resident Camp |
|$1400 in Cards| Camp Edgewood Summer Camp |
|$3500 in Cards| Summer Camp + $250 Gift Card* |
|$7000 in Cards| Summer Camp + $500 Gift Card* |

*Prizes must be picked up by the Scout or their parent at the Council Service Center in Lake Charles.
*A choice of Walmart or Amazon Gift Card, one gift card awarded for highest level earned.
Your Unit Kickoff

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.
- Explain the value proposition of the camp card – sell enough – pay for scouting activities all year!

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 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 2020 Camp Card commission is 50% if your unit is paid in full by April 24. We encourage units to set up Scout accounts 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 program goal. Units do not have to pay for any cards up front.

Return Policy

Camp Cards can be returned to the Council Service Center in Lake Charles or your District Executive without penalty if done before April 24. The cards MUST be in new condition (including snap off discounts). NO cards will be accepted for return after April 24. 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 or $10.00 bill.

Camp Scholarship & Prize Policy

Prize forms must be completed at the time of settlement. Additional prize forms are located on council web site. Camp scholarship prizes will be e-mailed directly to Scouts within 15 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 Calcasieu Area Council during the 2020 calendar year. Only one camp scholarship may be earned per Scout. Scouts that earn the “1 sold $200 in cards” prize must be registered using the link on CalcasieulSA.org by April 24th to receive their prize.

Scouts that earned a $3,500 or $7,000 in cards sold prize may pick up their prize from the Council Service Center after May 4. The Calcasieu Area Council will not be responsible for lost forms or late entries, whatever the reason.
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 $100

Webelos Adventure Camp (Resident Camp)

June 7-10. Spend 5 days and 4 nights at Camp Edgewood. Webelos entering 4th or 5th grade will receive a special introduction to Scouts BSA. Have a blast earning adventure pins, building fires, swimming, BB's & archery, fun is sure to be had by all. Our 2020 camp includes a day trip on the Whiskey Chitto River! Webelos Dens are encouraged to attend together. Cost $175 Scout / $60 Parent

Camp Edgewood Scouts BSA Summer Camp

June 7-13. 7 days, 6 nights. Come with your Troop, your patrol, or by yourself in our provisional Troop. Offering great programs to develop new scouts (Brownsea) and encouraging advanced Scouts to shape their abilities, there is something for every scout! The activities range from rifle & shotgun, backpacking & aquatics, and many Eagle required merit badges. Cost $245 (Early Bird)

Winter Camp 2020

November 21-25 5 days, 4 nights. Take your Thanksgiving break at Camp Edgewood. Medieval engineering, shooting sports, outdoor survival and the polar bear swim are a few of the fun programs planned for Winter Camp 2020. Embark on a different type of adventure! Cost $140 (Early Bird)

Sell $200 in Camp Cards and Register Online for the 4 Drawings of a Camp Scholarship!

*Register for the Drawing: To be entered into the 4 drawings, you must sell $200 in cards, then submit your name, phone number and address online at www.CalcasieuBSA.org

Register only once to be included in all 4 drawings.