A Scout is Thrifty...

Scouts can earn their own way to all of their summertime Scouting adventures!

The “Camp Card” is designed to help Scouts earn their way to summer camp, a high adventure base or Jamboree, or day camp. Units participating in this program will earn 50% commission ($5.00) for each $10 card they sell!

The DBC Camp Card entitles the user to several discounts at area businesses.

The cards will be distributed in time to start selling on March 17. The sale will end on May 9, giving units over 9 weeks to earn money for camp!

This is a low risk fundraiser, as units can return their unsold cards.

Card Pays For Itself

A customer can purchase a DBC Camp Card for only $10, but they’ll get far more than that! If they use all of the discounts on the card, there is over $80 in value. If a customer regularly visits any of the stores on the card and uses all of the discounts, they will be receiving all of their money back — plus they will help someone go to summer camp.

<table>
<thead>
<tr>
<th>March 2</th>
<th>Optional training 7pm at SAC</th>
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</thead>
<tbody>
<tr>
<td>By March 4</td>
<td>Pre-order your cards online</td>
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<tr>
<td>In March</td>
<td>Pick up your cards at district Distribution</td>
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<tr>
<td>March 17</td>
<td>Sale begins!</td>
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<tr>
<td>March 17 until May 9</td>
<td>Sale underway</td>
</tr>
<tr>
<td>By May 16</td>
<td>Final payments due</td>
</tr>
<tr>
<td>June through August</td>
<td>Enjoy a summer camp adventure!</td>
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Earn Money for Camp!

Selling DBC Camp Cards can make going to camp easy!

You can pay for your entire camp trip by selling the number of noted cards.

- 2 Day Family Camp Adventure = 14 Cards
- Community Day Camp Adventure = 20 Cards
- 3 Day Family Camp Adventure = 22 Cards
- Community Day Camp Adventures = 22 Cards
- 4 Day Family Camp Adventure = 34 Cards
- Summer Camp at Friedlander = 54 Cards
- Summit Adventure = 80 Cards
- National Jamboree = 270 Cards

2016 Dan Beard Council Camp Card Fundraiser

10078 Reading Road, Cincinnati, OH 45241 (513)577-7683 www.danbeardcouncil.org/campcards
Enrollment

Units are asked to enroll by March 4 to insures their supply of cards are ready for distribution in March. This allows the unit to get its sale underway at the beginning of March. Units should enroll and place their initial orders online at www.danbeardcouncil.org/campcards. As long as supplies last, units can order additional cards.

Commission

The camp card commission is 50% if paid in full by May 16, 2016. This means that the unit will keep half of the price of each card. Units keep their share and pay the council by check at one time at the end of the sale.

The unit commission drops to 40% if not paid by May 23 and it drops to 30% if not paid by May 30. If not paid by June 6, the unit forfeits its commission.

Units are encouraged to track their Scouts’ sales so that Scouts can use the proceeds to pay for summer camp. However, it is up to the unit to decide to do this, and we understand they may have additional goals.

Unit Camp Card Coordinator

Each unit will want to recruit a parent to act as a camp card sale coordinator. This person will serve as the principal promoter and organizer for the sale and he or she should work closely with the unit leaders who are planning the unit’s summer camp trips. Everyone’s number one goal is to get 100% of their Scouts to camp, and the camp card program is a way for Scouts to pay their own way.

The camp card coordinator will be the person who places the unit’s order and receives their overall supply of cards. This person will be responsible for settling up the bill (including returns) when the sale is concluded. He or she should organize a time to distribute cards to each family member and publicize due dates. If a family needs additional cards, the unit coordinator should handle re-stocking their supply and if necessary, re-ordering from the council.

Coordinator Tools: A sample receipt that the unit coordinator can use when issuing cards to Scouts and families is available on the website (danbeardcouncil.org/campcards). Also available in the “coordinator tools” section is a roster list that can be used to keep track of every participants sale.

The coordinator should also do periodic reminders to everyone involved that includes dates of when things are due as well as news about how the sale is going. This can be done at meetings and through e-mail.

Special Training Opportunity

We are offering an optional training session on how to run a camp card sale for your unit. It will be held on Wednesday, March 2 at 7pm at the Scout Achievement Center. Click here to RSVP www.danbeard.org/campcards. please RSVP by February 29.

Have Questions?

For more information, questions, or to order more camp cards contact Brittany Harrison at the Scout Achievement Center at (513) 577-7683.

Visit Us Online:

www.danbeard.org/campcards for complete Camp Card details.

Need more cards? Order more by contacting Brittany (513) 577-7683.
Unit Kickoff

Each unit needs to plan a time to distribute cards to Scouts/family members. It is suggested that this be done at the same time that summer camp plans are being discussed, as that might help get everyone excited.

How to Sell Camp Cards

One of the roles of the camp card sale coordinator is to teach Scouts and families how to sell. Since the cards are good throughout Cincinnati not just in the town you live in, here are several good methods:

- Sell to family members.
- Sell to neighbors.
- Sell at church or other community sites.
- Ask Mom & Dad to sell them at work.
- Consider a “Show & Sell” booth at a community event.

Safety and Courtesy

Be sure to review these safety and courtesy tips with all of your Scouts and families:

- Sell with another Scout or an adult; never alone.
- Never enter anyone’s home.
- Never sell after dark, unless with an adult and in a familiar place.
- Don’t carry large amounts of cash.
- Always walk on a driveway or sidewalk.
- Be careful of dogs and pets.
- Say “thank you” whether or not the prospect buys a card.

Discounts Will Include:

The camp card will include offers from the businesses listed below. However, check the website or refer to an actual card for a final list.

The Camp Card, contains 3 Single Use break off tabs and 5 multi-use coupons from local businesses. That’s 8 great deals for $10. Cards expire 12/31/2016.

Single-Use Pull-Tab Offers

Kroger - 10% off purchase of $100 or more (at least a $10 discount)
Mike’s Car Wash - $5 off Ultimate car wash
Gold Star Chili - Free Regular 3-way with purchase of 3-way, 4-way or 5-way

Multi-Use Offers

Bob Sumerel Tire and Service - $7 off any full service oil change or $10 off any service or repair
Tri-State Warbird Museum - 2 for 1 admission
Kings Island - Special July Rate of $39
The Beach - $16.99 Regular Admission
Monday-Thurday
Dave & Buster’s - Free Supercharge on any power card Purchase
Sales Techniques for Scouts

Don’t miss the opportunity to use the camp card sale as a chance to train 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 on your kick-off night.

Steps to prepare Scouts for Sales:
- Wear uniforms.
- Smile and be able to introduce themselves.
- Be able to explain how the sale helps the Scout attend summer camp.
- Be able to explain discounts that the purchaser will receive.

Prizes
- Top Selling Scout - The first place, top selling Scout in DBC, will receive a 16g iPad.
- Top selling scout in each Traditional district – will receive a Go Pro.
- Champions Club - Every Scout who sells 100 or more cards will receive a $25 Scout Shop gift card.

To be eligible for any of these prizes, the unit leader must submit the “Prize Verification Form” along with the unit’s full on-time payment by May 16. Note that the May 16 date is a firm deadline to submit prize forms. Units and Scouts that submit after that date will not be eligible for prizes.

Return Policy

Units can return their unused camp cards until May 16 as long as the cards are in complete condition (no tabs removed, etc). The unit is responsible for any cards that are damaged or not returned by the deadline. Units may continue to sell their unsold cards after they have settled their bill with the council, as long as they understand they cannot return anything after May 16.

This is a no risk fundraiser! Unused cards may be returned by May 16.
Frequently Asked Questions

Q: How do I get my cards?
A: A unit registers and orders a specific number of cards. Unit orders must be placed online by March 4. After getting cards, the camp card coordinator should distribute the cards to their Scouts to sell. At the end of the sale, the unit keeps its share and pays the council for its share. If they have any unsold cards, the unit may return them for credit at the end of the sale.

Q: When does the sale take place?
A: The sale is taking place from early March until May 9. Units will have one week (until May 16) to settle up any bills.

Q: Can a unit continue selling DBC Camp Cards over the summer?
A: Yes, but the unit can not return them after May 16 and their account will need to be settled with the council at that time. If a unit wants to pay for and keep their unsold cards to work on selling them over the summer, they may do so.

Q: How many cards should I order?
A: Units should set goals based on the number of Scouts going to camp. Units might want to set goals for Scouts to pay a certain portion of their trip to camp by selling DBC Camp Cards, and unit orders should be based on this.

Q: What are the rules for returning unsold cards?
A: Unit can return unsold cards. Returns are due, along with payment, by May 16. Cards must be returned undamaged.

Q: Can I get more cards once the sale is underway?
A: Yes, a unit can order additional cards if they run out. Additional cards will be available as long as supplies last. To do this, they should contact Brittany at the Scout Achievement center by phone at (513) 577-7683. Before a unit receives additional cards, they will need to pay for their previous supply.

Q: Where should Scouts sell these cards?
A: Church, neighborhoods, parent’s work, school. Any place where there are lots of people. Units may want to consider a mix of “show & sell” events along with Scout families working individually.

Q: My unit is going somewhere else for summer camp, can we participate in this?
A: Yes, a unit can use its share of the proceeds of this sale toward any Scouting adventure it chooses.

Q: Can a Scout wear his uniform while selling camp cards?
A: Yes, this is a council approved unit money earning project. So, like the popcorn sale, a Scout is encouraged to wear his uniform while working on the sale.

Consider doing a “show and sell” event to help sell Camp Cards
How to Order

Go to www.danbeard.org/campcards

Near the top of the page, you’ll see a link marked “Order Now”. Click that link, and you will then be taken to a screen that looks like the one to the right.

Click the button that says “Next”.

On the following screen select “Camp Card Coordinator” then Click the “Next” button.

On the following screen, enter the name and email address of your Camp card coordinator, then click the “Next” button.

On the following screen enter your Camp card coordinator phone # then click the “Next” button.

On the following screen enter your Camp card coordinator phone # then click the “Next” button.

On the following screen enter Unit type and number. As well as your Unit’s City and State then click the “Next” button.

On the following screen enter the District name, the number of active Scouts, the amount of Cards you would like to order. Select Yes to indicate that you understand that unsold cards need to be returned by May 16 and please select a place to pick-up your order from the options given, then click the “Next” button.

Finally, on the following page select Save Registration to Shopping Cart then click the “Next” button.

Congratulations your Scouts are signed up to sell Camp Cards.

Additional Notes

- The council will provide reminders, updates, and tips via an e-newsletter. This will be sent periodically to all unit camp card coordinators. Be sure to provide your email address when you order your cards.

- Currently, the total quantity of cards that a unit can order is 15 cards per scout. This is to help manage our overall inventory, and we weren’t completely sure what interest in this sale would be since this is our first year. There will be opportunities for a re-order later in the sale. (example: If you have 10 Scouts, you could order 150 cards.)

- When you plan your unit’s calendar, please remember to allow for enough time to collect the unsold cards and money from all participating scouts. You’ll want to make sure you have that done prior to the May 16 deadline.

- We’re working on an option sign up for a show & sell at Kroger, similar to how it was managed during the popcorn sale. However, those details aren’t worked out yet. We’d like to ask that you do not contact your local Kroger until after February 26. In the meanwhile, if we are able to work something out, we’ll announce it by e-mail.

Good Luck!!!!