

Earn an iPad!



All Scouts who sell 1,000 cards
will receive an iPad! Wow!

www.flintrivercouncil.org

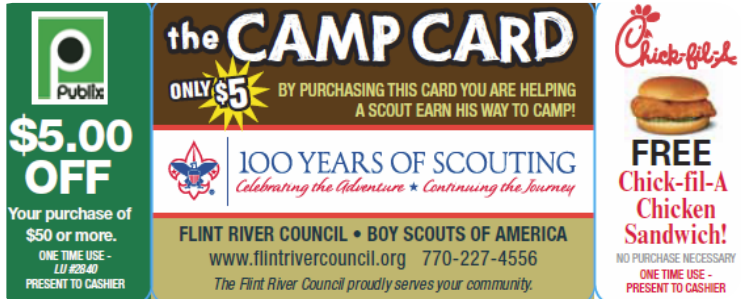
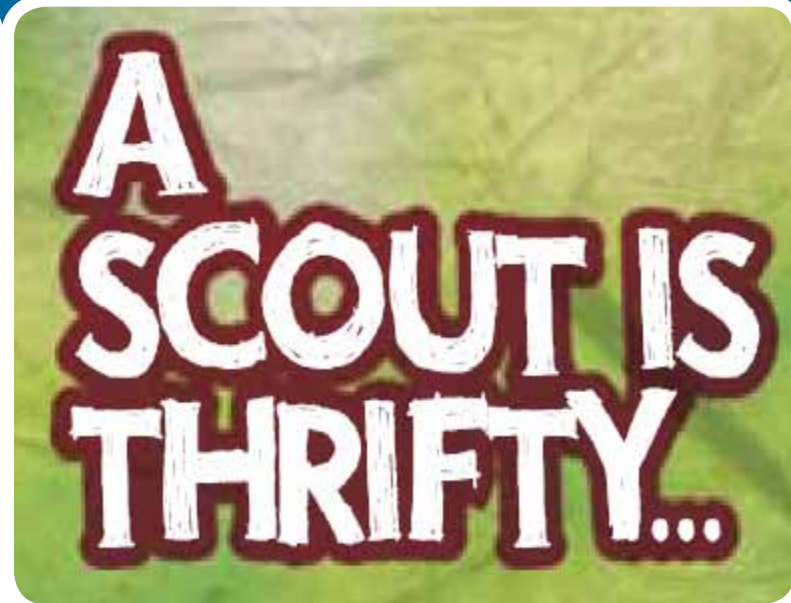
Flint River Council
Boy Scouts of America
Tilman T. Blakely Scout Service Center
1361 Zebulon Road
Griffin, GA 30224
770-227-4556

Serving the youth of Butts, Coweta, Fayette, Henry, Lamar, Pike, Spalding and Upson Counties.



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Prior Year's Card

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) for each \$5 Camp Card they sell. The sale will begin in February and end at May Roundtable giving units nearly 3 months to sell and close out their accounts.

This program is RISK FREE, simply return any unsold cards at settlement on or before May 25.

Community Partners

Publix Supermarkets, Chick-fil-A and Bass Pro Shops (Tusshaw & Ronotohachi Districts) 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.

Camp Master (kamp · má · ster): one who ensures their Scouts get to camp.

Each unit should have a Camp Master. The Camp Master's Camp Card sale responsibilities are to manage all aspects of the sale and clearly communicate information about the sale and camping opportunities to your leaders, parents and Scouts.

The Camp Master's ultimate goal: Get 100% of their Scouts to summer camp.

The Camp Master should be an expert on *all things camp*, they must ensure Scouts know the myriad of summer camp opportunities available and are encouraged to attend. A good Camp Master will have over 90% of their Scouts attend a summer camp.

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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!



How to Sell Camp Cards

Your job as Camp Master is to teach your Scouts how to sell. 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 SALES KIT and Cards for a trip around the neighborhood. Highlight the great coupons!

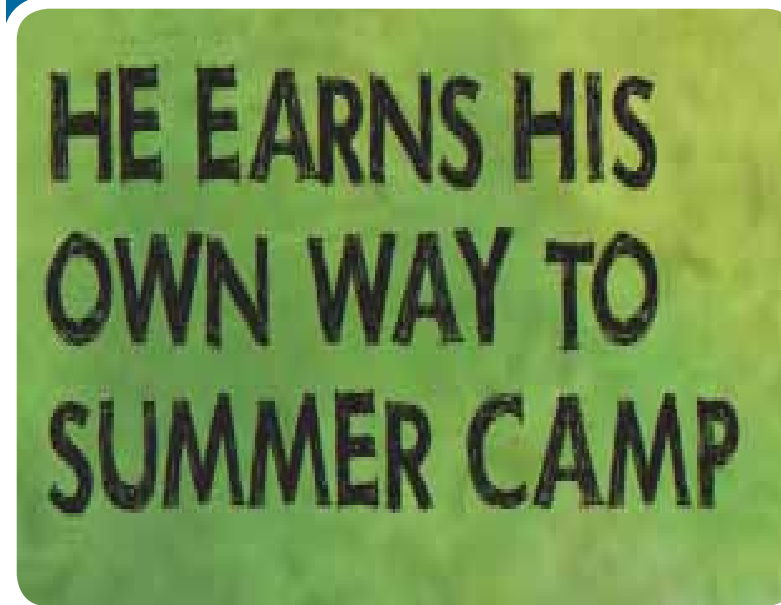
Show & Sell: Set up a sales booth and sell CAMP CARDS on the spot. This can be an effective approach in the right location at the right time, but don't hang your hat on this approach alone. Focus on multiple locations at the same time. Be sure not to over schedule Scouts.

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.



Camp Master Responsibilities

CAMP

- Be an expert in all Flint River 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 time line 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!

Cub Day & Twilight Camp	\$90	36	cards
Cub Adventure Camp	\$135	54	cards
Webelos Adventure Camp	\$165	66	cards
Winter Camp 2012	\$185	74	cards
Boy Scout Summer Camp	\$285	114	cards
High Adventure Camp	\$365	144	cards
2013 Jamboree	\$1,200	480	cards
Philmont (approximate)	\$1,750	700	cards
New Troop Trailer	\$5,000	2000	cards



Camp Card Key Dates

March	Camp Card Distribution at Roundtable (possibly earlier)
March 12	Camp Scholarship Drawing -1
March 19	Camp Scholarship Drawing -2
March 26	Camp Scholarship Drawing -3
April	Card Re-Distribution at Round Table
April 2	Camp Scholarship Drawing -4
April 9	Camp Scholarship Drawing -5
April 16	Camp Scholarship Drawing -6
April 23	Camp Scholarship Drawing -7
May 7	Camp Scholarship Drawing -8
May	Settlement at May Round Table including all prize forms
May 25	Deadline for Card Returns Final Settlement to receive full commission Note: Office is closed May 26-28 (Memorial Day)
June 1	Commission Drops to 30% (at 5:00 pm)
June 8	Commission Drops to 15%

Sale Support

Contact your District Executive, District Camp Master, Peggy Murphy or Suzanne Cummings anytime you have a question. (770) 227-4556. We are here to help you!

Prizes!

Every Scout who sells 20 cards will receive a Camp Thunder cinch pack. Cinch packs will be distributed through unit leaders in May and June depending on unit settlement.

Every Scout who sells 100 or more cards will also be able to select one prize from the list below. Scouts are only eligible for one of these prizes. Scholarships are not transferable and have no cash value; they may only be redeemed at a Scout Camp owned and operated by the Flint River Council. There are no partial scholarships and no substitutions.

iPads must be picked up by the Scout or his parent at the Council Service Center in Griffin. (iPad 2 with wifi - 16GB approximate value \$450-\$500)

Just sell 20 cards!



SELL THIS!	GET THIS!
100 CARDS	Cub Scout Day Camp OR Cope & Climbing Weekend Scholarship
200 CARDS	Cub or Webelos Adventure Camp OR Camp Thunder Traditional Camp OR Winter Camp Scholarship
300 CARDS	Flint River Adventures <i>(includes up to 2 sessions)</i>
1,000 CARDS	iPad 2 with wifi - 16GB



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.

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.

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 Opportunity to 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 2012 Camp Card commission is 50% if your unit is paid in full by May 25 (office closed May 26-28). Commission drops to 30% on June 1 at 5:00 pm. Commission drops to 15% on June 8. 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.

Orders & Re-Distribution

The Council's order is based off unit orders; a few extra cards will also be ordered. While supplies last, extra cards may be secured through the Scout Office or your District Executive. Supplies are limited. You must settle on your current order to get additional cards. A card re-distribution will occur at both April & May Round Table. Units that have completed their sale and have left over cards should plan to return unsold cards at April or May Round Table. These cards will be re-distributed to units that wish to sell more cards. All unreturned cards will be paid for at settlement. Units may settle their account at the Council Service Center between April 15 -May Roundtable (The office is closed May 28). Each District will hold a settlement at May Round Table.

Return Policy

Camp Cards can be returned to the Council Service Center in Griffin without penalty between April 15 and May 25. The cards MUST be in new condition (including snap off discounts). NO cards will be accepted for return after May 25. The Camp Card Support Team reserves the right to refuse product that has been damaged or rendered unsalable. The UNIT is RESPONSIBLE for ANY unreturned cards (lost, misplaced, damaged ect.) Be sure Scouts and parents treat each card as it it were a \$5.00 bill.

Camp Scholarship & Prize Policy

Camp scholarship prizes will be e-mailed directly to Scouts within 10 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 Flint River Council during the 2012 calendar year. Only one camp scholarship may be earned per Scout. Cinch packs will be distributed to unit leaders at May Round Table for Scouts who signed up during the Sale and at June Round Table for those turned in at settlement.

iPad winners may pick their iPads up from the Council Service Center after June 1. The Flint River Council will not be responsible for lost forms or late entries, whatever the reason.



Make yourself an expert on summer camp opportunities!

Find out more at www.flintrivercouncil.org

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 \$90.

Cub Adventure Camp (Resident Camp)

July 19-22. Spend 4 days and 3 nights at Lawhorn Scouting Base. Days are packed with fun activities and nights are spent under the stars. Encourage Dens to attend camp together OR send a contingent from your Pack. There is no better time to create memories than Cub Resident Camp! Meals will be served in an air conditioned dining hall. Parents must accompany their Scout.

Cost \$135 Scout / \$55 Parent

Webelos Adventure Camp (Resident Camp)

July 15-19. Spend 5 days and 4 nights at Lawhorn Scouting Base. Webelos entering 4th or 5th grade will receive a special introduction to Boy Scouting. From earning activity pins, belt loops, and badges to canoeing, swimming, BB's & archery, fun is sure to be had by all. Webelos Dens are encouraged to attend together.

Cost \$185 Scout / \$60 Parent

Camp Thunder Traditional Camp

Select a week from June 3 - July 14 7 days, 6 nights. Come with your Troop, your patrol, or by yourself in our provisional Troop. The activities range from rifle & shotgun, climbing, mountain boarding and even several Eagle required merit badges. In-council Troops receive a \$25 discount.

Cost \$285

Flint River Adventures

Select a high adventure session from June 6-July 16. Choose a 3 night or 6 night adventure that can include rappelling, mountain boarding / biking, climbing, canoeing and more. Must be 13.

Cost \$155 and up

Cope & Climbing Weekend

Come with your Troop on any weekend in 2012. Choose from 2-4 sessions of Cope & Climbing. Includes weekend camping. Just bring your own grub! If your Troop isn't planning a trip, come as an individual on November 16-18.

Cost varies

Winter Camp 2012

December. 5 days, 4 nights. Take your winter break at Lawhorn Scouting Base. Medieval engineering, mountain boarding, outdoor survival and the polar bear swim are a few of the fun programs planned for Winter Camp 2012. Embark on a different type of adventure!

Cost \$185

Sell 20 Cards and Register online for the weekly drawing of a camp scholarship!

*** Register for the Drawing: To be entered into the weekly drawings, you must sell 20 cards, then submit your name, phone number and address online at www.flintrivercouncil.org. Register only once to be included in all 8 drawings.**