

# the CAMP CARD



## 2026 Camp Card Leader's Guide

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The Unit Kickoff • Sales Methods • Sales Techniques • Forms



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# Spalding

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 <p><b>BLUE PENGUIN</b> CAR WASH</p> <p><b>\$5.00 OFF</b> TOP TWO WASH PACKAGES ONE TIME USE ONLY</p>	 <p><b>GRIFFIN</b> SKATE INN</p> <p><b>1/2 OFF</b> BASIC PARTY PACKAGE OR <b>25% OFF</b> PRIVATE PACKAGE</p>	 <p><b>Lowe's</b> <b>\$5 OFF</b> FIRST \$50 PURCHASE</p> <p>SPALDING LOCATION ONLY ONE TIME USE EXPIRES 12/31/2026</p>	 <p><b>FREE</b> DOUBLE SCOOP ICE CREAM</p> <p>SPALDING LOCATION</p>	 <p><b>WULFPACK</b> GAMES</p> <p><b>\$10 OFF</b> PURCHASE OF \$50.00 OR MORE SPALDING LOCATION ONLY ONE TIME USE ONLY EXPIRES 12/31/2026</p>
 <p><b>FUN SPOT</b> AMERICA</p> <p>ATLANTA <b>BUY 1 GET 1</b> <b>FREE</b> SINGLE DAY FUN PASS LIMIT 1 FREE PASS</p>	 <p><b>Scouting America</b> Flint River Council Spalding</p> <p><b>2026 CAMP CARD®</b> www.flintrivercouncil.org</p> <p><small>Scouting America is a 501(c)(3) nonprofit organization. All proceeds from the sale of this card will be used to support Scouting America's programs and services. Scouting America does not discriminate on the basis of race, ethnicity, or national origin. The official Scouting America logo will appear on this card.</small></p>			 <p><b>\$5 OFF</b> ANY HAIRCUT</p> <p>ONLINE check-in</p> <p>Great Clips</p>

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## A Scout is Thrifty...

### CAMP CARD FUNDRAISER....

The Flint River Council is pleased to announce the return of our Council-wide fundraiser...the 2026 Camp Card.

The intent of the Camp Card sale is to allow Scouts/Units to raise funds to pay for their Scouting Programs. This includes purchasing camping equipment such as tents, backpacks, and sleeping bags, and sending Scouts to Cub Scout Day Camp, Scouts BSA Summer Camp, Cub Family Spook-O-Ree, Scouts BSA Winter Camp, and other Council programs. **The Camp Card's ultimate goal is to raise \$ for Scouts to help them earn their own way in Scouting!**

**Scouts/Units participating in this program will earn up to 50% commission (\$5.00) for each \$10.00 Camp Card they sell.** The sale will begin at your District's February Roundtable (Cards handed out to units) and ends May 01, 2026. We also will be offering extra incentives including the "Patch Club" for selling 10 cards and earning your way to Council activities.

*This program is **completely RISK FREE**; simply return any unsold cards at settlement on or before May 1, 2026.*

#### The Value of Scouts Selling Camp Cards:

Uniform Shirt w/ patches:	\$ 50 = 10 cards
Full Uniform:	\$150 = 30 cards
Cub Scout Day Camp:	\$130 = 26 cards
Spook-O-Ree (5 people)	\$120 = 24 cards
Scouts BSA Winter Camp	\$200 = 40 cards
Scouts BSA Summer Camp	\$375 = 75 cards

**Scouts EARN their own way!**

**And more: Unit Dues, Membership fees, High Adventure, or even a new troop trailer**



## Council Incentives

Scouts have the opportunity to earn incentives for the following:

### For BOTH Cub Scouts and Scouts BSA members:

- Camp Card Patch 10 Camp Cards sold
  - Fun Spot America Overnight Adventure 50 Camp Cards sold
- \*\*Fun Spot America Overnight Adventure is valid for one youth participant. Additional fees may apply for additional youth or parental entry/participation\*\*

### Cub Scouts:

- Cub Scout Day Camp 65 Camp Cards sold
- Spook-O-Ree (Family up to 5 people) 65 Camp Cards sold

### Scouts BSA:

- Scouts BSA Winter Camp (Polaris) 75 Camp Cards sold
- Scouts BSA Summer Camp @ Camp Thunder 125 Camp Cards sold

***Incentives are not transferable/cumulative, have no cash value, and sales from multiple Scouts cannot be combined. They may only be redeemed at one of the events listed above during the 2026 calendar year.***

## Community Partners

Local Businesses have offered generous discounts that are redeemable all year long that make the sale of this card a no-brainer. Several more community partners have offered one-time discounts. Take advantage of this partnership to help your Scouts earn their own way.

## Unit Orders

While supplies last, cards may be secured through the Council Office. Camp cards are limited in number. Before receiving additional allotment of cards, units must pay for cards previously received AND sold. All Units must settle their account with the Council Service Center on or before May 1, 2026.

## Return Policy

Camp Cards can be returned to the Council Service Center without penalty on or before May 1, 2026. The cards **MUST** be in **new** condition (including snap-off discounts). We reserve the right to refuse product that has been damaged or rendered unsellable. **The UNIT is RESPONSIBLE for ANY** unreturned cards (lost, damaged, misplaced, etc.) Be sure Scouts and parents treat each card as if it were a \$10.00 bill.

# I'm sold on selling! How do I sign up?!

Check out our [Commitment page](#) and sign your unit up for more information!

The event can be found at the scannable and clickable link below. No matter how many cards you are looking at selling, please let us know you are interested at NO RISK to your unit! If you decide not to sell, you can let us know and return all your cards to council for NO COST!



## What Next?

Join us at our [VIRTUAL Council kickoff event](#), January 28<sup>th</sup>, for a fun and informative meeting.

*Questions/Contact:  
Suzanne.Cummings@scouting.org  
(770)227-4556.*



## Camp Card Chair - Job Description

Each unit should have a Camp Card Chair. The Camp Card Chair is responsible for managing all aspects of the sale and clearly communicating sale information to your leaders, parents, and Scouts.

**The Camp Card Chair's ultimate goal:** Help Scouts raise \$ to help earn their own way.

### Camp Card Chair Responsibilities:

- Be aware of the Flint River Council camp opportunities – use this information to excite your Scouts!
- Explain to all parents the importance of these outings in Scouting.
- 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 camp cards.
- Set a goal for each Scout and help them achieve it!
- Inspect, coach, and praise your Scouts.
- Collect all money (work with your unit Treasurer) and turn in the amount due to the Council in a timely manner.

### CAMP CARD KEY DATES

Jan 28	<b>KICK-OFF EVENT!</b> Join us for our VIRTUAL Kick-off
Feb 10	<b>SALE BEGINS!</b> Camp Card Distribution @ Roundtable
April 26	<b>SALE ENDS!</b> ALL unsold cards and money <b>due!</b>
May 1	<b>FINAL DAY</b> for 50% commission. Money and cards due to council office by 5pm.



## Your Unit Camp Card Kickoff

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

- Get Scouts excited about camping!
- Get parents informed about why their child should have a camp experience and thus participate in the Camp Card Sales.

**Earn Your Own  
Way to Camp**

### How can you ensure a successful kick-off?

- Make sure the Kick-off is properly promoted through e-mails, email groups and phone calls.
- Be prepared to talk about camp opportunities.
- Have snacks, drinks, and music.
- Make sure **EVERY** Scout gets a bundle of cards to sell.
- Keep it short.

### Sample Kick-off Agenda

1. Grand Opening with music, cheers, and excitement.
2. Check out a bundle of cards to each Scout.
3. Review Camp opportunities.
4. Review sales goal, Camp Goal and explain key dates.
5. Scout Training: Role play sales Do's and Don'ts.
6. Big Finish: Issue a challenge to your Scouts and send everyone home motivated to sell.

**You're asking folks to support a Scout, not buy a Coupon Card!**

## How to sell Camp Cards

Your job as Camp Card Chair is to teach your Scouts how to sell. To get there, your team needs to employ all three of the following sales methods. Create a plan and train your Scouts in all four methods; this will give you the best results!

1. **Door to Door:** Take your Camp Cards for a trip around the neighborhood!
2. **Show and Sell:** Set up a 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. Your district will have ample opportunities pre-set.
3. **Sell at Work:** A great way for parents/guardians to help their Scout is to have them take Camp Cards to work! Don't forget to ask grandparents or other family members who will want to help support their Scouts, too!
4. **Sell Online:** – This is the best way to sell to your friends and family without having to make in person contact! You can promote the sale of Camp Cards via Facebook or other social media; you can send emails to friends and family; you can even text people in your contact lists letting them know of the awesome discounts available while supporting your Scouts! If your unit has a Square, Venmo, or other card reader, this is the perfect time to use them to take payments online!





## **Safety and Courtesy Tips**

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

- Always wear your Field (class A) Uniform.
- Wear a mask, if appropriate.
- 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.

### **What can all Scouting members do to protect themselves and others?**

- Scouting members should take the same precautions they would for any common cold or flu.
- Wash your hands frequently and thoroughly with soap and water for at least 20 seconds. \*(Alcohol-based hand sanitizers with at least 60% alcohol content can work in a pinch, but they're generally not as effective as soap and water).
- Hands should be washed before eating, after using the bathroom, and when you come inside from outdoor activities that caused hands to get dirty.
- Avoid touching your mouth, eyes or noses.
- Cough and/or sneeze into your elbows and not your hands.
- Distance yourself from anyone coughing or sneezing.
- Encourage Healthy Habits, like eating a healthy diet, exercising, and getting enough sleep.
- If you are sick, stay away from school, work, Scouts and others.
- If you have any symptoms of the virus, seek medical attention immediately and follow the advice of your medical professional.

## 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:

1. Wear your field (class A) uniform.
2. Smile and tell them who you are- first name only!
3. Tell them where you are from (Unit within Scouting).
4. Tell them what you are doing (earning money towards Scout Camp) and what they can do to help (save money with the Camp Card).
5. Ask them how many cards they'd like to buy. (Don't assume they only want one!)
6. Close the sale and thank them!

**Remember, we are not JUST selling discount cards, we are selling Scouting!**

Ensure your families understand that they are selling character, they are selling a better community, and they are selling the benefits of Scouting camps not just selling discount cards. Emphasize that each card sold helps a Scout earn their own way in Scouting. The reason our sale will be successful is that people WANT to support Scouting!



## HAVE QUESTIONS???

If you have questions that this guide does not answer, please send an email to [Suzanne.Cummings@Scouting.org](mailto:Suzanne.Cummings@Scouting.org) or call Suzanne Cummings at 770-227-4556.

***Thank you for supporting Scouting and Camping in the Flint River Council!!***



## Sample Kick-Off Meeting Agenda

Use this agenda to help parents understand why their Scout should sell Camp Cards, and to give them good tools that will help them be successful.

Start the Meeting- Show excitement; let them know this will be a great sale!  
(Ask to hold all questions until the end)

### **PART ONE: The Easy Fundraiser- Help Scouts quickly earn their way in Scouting!**

- A fundraiser through which Scouts can easily earn their own way!
- Easy, Simple, Fun, Profitable! This sale has a great commission!
- Localized for our area with coupons from local vendors!
- Immediate Sale- no taking orders and waiting for delivery.
- Camp Card (Show the card sample image)
- Cards sell for ONLY \$10.00 each!
- Coupons listed on front and back of card (name them with enthusiasm!)
- Coupons are reusable and good for the remaining of the year!

### **PART TWO: Set Goals to Sell Cards**

- Have each Scout set a goal that allows him to pay for their own Scouting experience- encourage each Scout to work with their parent to set this goal, OR Announce your unit's per Scout goal.
- Goal for our unit is \_\_\_\_\_ cards per Scout.
- Begin selling as soon as you have cards
- Having each Scout sell cards:
  - Develops the Scout
  - Gives them salesmanship skills
  - Allows them to pay their own way
  - Supports the Unit and the Council financially



### **PART THREE: Selling Tips**

- Sell in uniform! The uniform is VERY POWERFUL and will increase sales!
- Be familiar with the Sales Story
- Always say “THANK YOU”, even if they don’t buy any cards.
- Cover your neighborhood
- Contact friends and family
- Cards are great gifts for friends and others you know
- Parents take them to work!
- BE SAFE!
  - never sell after dark
  - do not carry large sums of money with you
  - never enter houses you visit
  - always use the Buddy System and be accompanied by adults
  - don’t use your last name or give phone numbers, email, or other contact information

### **PART FOUR: Distribution and Turn-In Plans**

- Announce when and where you will distribute cards:
  - Date \_\_\_\_\_
  - Time \_\_\_\_\_
  - Location \_\_\_\_\_
- Announce the dates of your sale:
  - Sale Starts \_\_\_\_\_
  - Sale Ends \_\_\_\_\_
- Announce when and where you will collect money for sold cards
  - Date \_\_\_\_\_
  - Time \_\_\_\_\_
  - Location \_\_\_\_\_
- No Lost cards! All cards must be returned or paid for (\$10.00 each)
- Let Scouts and Parents know how to get more cards

***Ask if there are any questions from the group, then close by reminding everyone of your unit goal and your goal to help every Scout earn their own way!!***

***Emphasize that we are selling “Scouting,” not a coupon Card!***