



2019 Camp Card Guidebook

**Helping Scouts throughout the
Mount Baker Council
earn their way to camp!**

**Mount Baker Council,
Boy Scouts of America**

The 2019 Mount Baker Council Camp Card Fundraiser

March 1 – May 31, 2019

Your Scouts can earn their way
to camp this summer!!



Thank you for investing the time and energy to lead your Scout Unit's 2019 Camp Card Campaign. Selling Camp Cards is an easy, no-risk way to teach Scouts the value of earning their way. This sale is designed to help Scouts attend Mount Baker Council Summer Camps, Day Camps, Twilight Camps, Webelos Resident Camps and high adventure treks. Units may also use funds to purchase equipment like sleeping bags, tents, uniforms, trailers, and much more! Going to camp is the highlight of every Scout's year!

The Mount Baker Council Camp Cards are just **\$10.00** and come with Local and National savings offers across the Council throughout the 2019 calendar year. Units participating in this program will earn **50%** commission on each \$10 camp card sold (**\$5 per card!**)

A sample of the 2019 camp card is shown below:



Card Vendors

1. Dicks Sporting Goods
2. Les Schwab
3. Domino's Pizza
4. Firehouse Subs
5. Dickey's BBQ
6. Traxx Indoor Raceway
7. Denny's
8. Papa John's
9. Big 5 Sporting Goods
10. Picture it Custom
11. High Trek Adventure
12. Great Clips
13. Sports Clips
14. Big Foot Java
15. McDonalds

Discount Offer

1. \$10 off a purchase of \$50 or more
2. Free pre trip inspection
3. Buy one large pizza at regular price get medium one topping free
4. \$2 off
5. 25% off entire guest check
6. \$5 off a purchase of \$25 or more
7. Buy an entrée and 2 drinks and get an entrée of equal or lesser value free
8. Buy one extra large or large pizza, get one of equal or lesser value free
9. 20% off merchandise or 10% off sale items
10. Free 5 x 7 wood print from their Website store
11. Free round of mini golf or 15% off any ropes course, zip line or laser tag.
12. \$5 off any hair cut
13. \$3 off Haircut
14. Buy one drink get one of equal of lesser value FREE
15. Buy one large sandwich at regular price get one of equal or lesser value free

Each card contains discount offers from different vendors (most can be redeemed multiple times) that are good during the calendar year.

Make Your Summer Adventure A Reality With Camp Cards



HOW TO INITIATE YOUR CAMP CARD SALE:

Step 1

Register your unit to sell Camp Cards [HERE](https://www.mountbakerbsa.org/giving/camp-cards/)
<https://www.mountbakerbsa.org/giving/camp-cards/>

Step 2

Attend the 2019 Camp Card Webinar on **2/9/2019 or 2/13/2019**
 The Webinar will thoroughly review the 2019 Camp Card Guide Book

Step 3

Help each Scout set a personal goal. Add them all up to a unit goal

Step 4

Order your Camp Cards [HERE](#)

Step 5

Units pick up their cards from one of the Council Service Centers or from your District Executive

Step 6

Conduct the Unit kickoff meeting

Step 7

Distribute the cards to the Scouts and encourage them to sell
 Have parents take them to work
 Schedule time in front of a local store as a unit
 Ask all of your friends and neighbors
 This card is a great value and will virtually sell itself

HOW MANY CARDS NEED TO BE SOLD?

Commission on a camp card is 50% (\$5.00). Here are approximate costs in camp cards of several Mount Baker Council Scouting activities:

To fund my Scouts attendance at:	Cost of Camp	# of Cards to sell
Fire Mountain Scouts BSA Summer Camp	\$360	72
Mount Baker Day Camps	\$115	23
Mount Baker Twilight Camps	\$115	23
Mount Baker Webelos Resident Camp	\$175	35
Cub Scout Shooting Sports Resident Camp	\$175	35
Cub Scout STEM Day Camp	\$115	23
Cub Scout Shooting Sports Day Camp	\$115	23

CAMP CARD KEY DATES:

- Feb 1 - Camp Card Registration Site Opens: [Click here](#)
- Feb 9th or Feb 13th - Attend the 2019 Camp Card Webinar
- After attending the Webinar order Camp Cards online: [Click here](#)
- On or after March 1 - Pick up Camp Cards from one of the Council Service Centers or from your District Executive
- March 1 - Camp Card Sale Starts
- April 13th-mid sale return and restock
- May 31 - Camp Card Sale ends
- June 7th - All unsold cards and money to be turned in to one of the Council Service Centers

**Remember: We are
Selling the Scouting
program, not the
Camp Card**



ORDERS AND REDISTRIBUTION

After initial distribution, additional cards can be requested on a first come, first serve basis until the end of the sale. While supplies last, extra cards may be secured through the Council Service Centers or your District Executive. Supplies are limited. You must settle on your current order to get additional cards. A card re-distribution will occur on **April 13th at the Everett and Bellingham Service Centers**. Units that have completed their sale and have left-over cards should plan to return unsold cards and **money** on April 13th. These cards will be re-distributed to Units that wish to sell more cards. All unsold cards and **money**, for all Units, must be turned to one of the Council Service Centers by June 7th.

RETURN POLICY

- The cards **MUST** be in new condition (including snap off discounts)
- **NO** cards will be accepted for return after June 7th
- The Mount Baker Council 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 \$10.00 bill!**

CAMP CARD CHAIR RESPONSIBILITIES

Explain the Camp Card program to your adult leaders:

- Establish Unit's Sales Goal and Plan Sales Activities
- Prepare Timetables
- Set Up Sales Coverage Areas
- Place order for your Unit's cards after attending the Camp Card Webinar.
- Help find locations and coordinate Storefront Sales
- Ensure leaders have the Camp Card Guide for Unit Kick-Off meeting
- Sign for your cards with your supporting District Executive
- **Remind your Scouts of money due dates.**
- Update your unit each week on sales total (post results at unit meeting place)
- Make sure checks from purchasers are made payable to the unit itself and not to the Scout or the Council
- Collect and tally money from Scouts and submit one check payable to the Mount Baker Council for "Total Amount Due" no later than Friday June 7, 2019

Parents & Scouts:

- Time line showing sale dates, date card request is due, time & place for pickup and card distribution
- Unit goal and per Scout sales goal
- Storefront sale sign-up sheets with date, time and locations of Storefront Sales
- **Remember to treat these card as though they are a \$10 bill!**

Arrange to pick-up more Camp Cards at Council Service Centers if needed.

If your Unit sells all the Camp Cards you requested and would like to sell additional cards we will try our best to make sure you receive more cards to sell

Unit Camp Card Kick-off Agenda: 30 minutes

Conducted by Camp Card Chair

1. Gathering:

Display card samples, and information on where you are going to Summer Camp

2. Opening

- Pledge of Allegiance
- Welcome Parents

3. Why Camp Cards?

- Money for new equipment
- So parents don't have to write a check for everything their Scout does
- So your Scout can learn to earn their way
- To go to camp, field trips, and other activities
- Note - make sure every Family has a copy of the Unit Calendar & Unit Budget

4. So what's the plan?

- Review camp card time line
- Sale starts March 1st and continues through May 31st
- Money due date. Due to Council by Friday, June 7th

5. So what's our goal?

- Our Unit goal is \$_____ in total sales _____
- Our per Scout goal \$ _____

6. How to sell Camp Cards

- Methods for Selling
 - Door to Door
 - Show and Sell
 - Sell at work
- Ask family, friends and neighbors
- Respect all "NO SOLICITING" Signs
- Don't carry large amounts of cash
- Be Courteous, always say thank you
- Wear your uniform
- When collecting money, keep cash and checks in an envelope
- Count out loud when making change
- Be safe
 - Sell with a buddy or parent
 - Don't sell after dark
 - Don't go in anyone's house even if you know them
 - Obey street and traffic signs
- Customers make checks payable to the Unit
- Don't leave card(s) until the customer has paid for it
- Smile and tell them who you are – first name only!
- Tell customers how you are going to use the Camp Card money you earn
- Not everyone will buy, so do not become discouraged
- The more people you ask - the more people will buy
- Storefront Sales
 - Work the Sale (No Sitting)
 - No tables or chairs at the location
 - Stay outside of the store during shift
 - Have something on hand to drink
 - Allow the Scouts to sell, not the adults
 - Don't let anyone walk by the door without being given the opportunity to help get you to camp!
 - Know what you are going to say


7. Questions & Answers

8. Thank everyone for coming and wish them good luck!

Sample Script

"Hello, my name is _____ (first name only). I am a Scout/Cub Scout from troop/den _____. I am earning my way to summer camp by selling these amazing \$10 Camp Cards! These cards have a bunch of businesses offering great discounts!! You can make your money back right away! Can I count on you to help fund my camp adventures?"

Unit Camp Card Tracking Form

	SCOUT'S NAME	PHONE #	# OF CAMP CARDS ISSUED	# OF CAMP CARDS SOLD	# OF CAMP CARDS RETURNED	\$ AMOUNT TO UNIT (\$5.00 x Cards Sold)	\$ AMOUNT TO COUNCIL (\$5.00 x Cards Sold)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
AMOUNT DUE TO COUNCIL BY June 7, 2019						\$	

(Number of Cards Sold + Number of Cards Returned must equal Number of Cards Issued for this tracking form to work)



Everet Service Center
1715 – 100th Place SE, Suite B
Everet, WA 98208
425-338-0380 (F) 425-338-3477

Bellingham Service Center
3313 Meridian Street
Bellingham, WA 98225
360-734-3940 (F) 360-734-1587

For all Camp Card Questions, Contact:
Brian Lechner
Senior Development Director
Brian.lechner@scouting.org
425-319-6226



**BOY SCOUTS
OF AMERICA**

www.mountbakerbsa.org

