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 up to 50% commission ($2.50) for each $5.00 card they sell. The sale will begin on March 2, 2020 and end on May 1, 2020.

The program is **RISK FREE**. Units may simply return any unsold cards by May 6, 2020.

Visit [www.danielboonecouncil.org](http://www.danielboonecouncil.org) and click the **FINANCE** tab to learn more about the Camp Card Sale.

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### KEY DATES:

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>February</td>
<td>Camp Card Distribution</td>
</tr>
<tr>
<td>March 2</td>
<td>Camp Card Sale Starts</td>
</tr>
<tr>
<td>March 6</td>
<td>Camp Scholarship Drawing 1</td>
</tr>
<tr>
<td>March 13</td>
<td>Camp Scholarship Drawing 2</td>
</tr>
<tr>
<td>March 20</td>
<td>Camp Scholarship Drawing 3</td>
</tr>
<tr>
<td>March 27</td>
<td>Camp Scholarship Drawing 4</td>
</tr>
<tr>
<td>April 3</td>
<td>Camp Scholarship Drawing 5</td>
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<tr>
<td>April 10</td>
<td>Camp Scholarship Drawing 6</td>
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<tr>
<td>April 17</td>
<td>Camp Scholarship Drawing 7</td>
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<tr>
<td>April 24</td>
<td>Camp Scholarship Drawing 8</td>
</tr>
<tr>
<td>April 26</td>
<td>Camp Scholarship Drawing 9</td>
</tr>
<tr>
<td>May 1</td>
<td>CAMP CARD SALE ENDS</td>
</tr>
<tr>
<td>May 1</td>
<td>Camp Scholarship Drawing 10</td>
</tr>
<tr>
<td>May 6</td>
<td>MONEY DUE TO COUNCIL</td>
</tr>
</tbody>
</table>

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### What’s Inside?

1. Community Partners
2. Key Dates
3. Camp Master
4. Policies & Procedures
5. Camp Opportunities
6. Camp Card Prizes
7. Unit Kick – Off
8. Safety & Courtesy
COMMUNITY PARTNERS

VENDORS:

McDonald’s, Bojangles’, Ingle’s, Ace Hardware, Dick’s Sporting Goods, Lake’s End, Hardees, Tractor Supply Company have offered generous one-time discounts that make the sale of this card a no-brainer. Numerous other local merchants have partnered with us including Buffalo Wild Wings, Waffle House, Papa John’s, McDonald’s, Andy Shaw Ford, Pizza Hut, Joey’s Bagels, Barbaritos, Hickory Tavern, Beef O’ Brady’s, Which Wich, Subway, Brixx Pizza, Arby’s, Sonic, Nantahala Outdoor Center, Kostas Kitchen and many more! Discounts are valid from March 2, 2020 through December 31, 2020. Take advantage of this partnership to help your Scouts get to camp.

SELL, SELL, SELL – each Scout family should buy one every time before going to Ingles; take them to work to sell to co-workers; sell door – to - door in your neighborhood; sell to family members and friends. It’s a win-win, Scouting earns $5.00 and our customers get their $5 back right away, plus a whole lot more!
Special Thanks to:

ACE Hardware

inges

Outdoor 76

DICK'S Sporting Goods
On Friday of each week during the sale we will have a drawing for a free camp experience. To be eligible, a Scout must sell 25 camp cards and report these sales to his Camp Master. **The Camp Master will go online to register those Scouts who have sold 25 or more cards - Scouts should be registered once for each 25 cards sold.** Scouts will remain in the drawing for all 10 weeks.

Late Feb./March    Camp Card Distribution at Roundtable  
                    (Cards can also be picked up at the Council Service Center)

*May 13    Deadline for 50% Commission. All unsold cards must be returned to Service Center. Payment for all cards sold must be paid by 5:00 PM.

*May 20    Deadline for 40% Commission. **Any units that are unpaid after this date will receive 30% commission.** All unsold cards must be returned to Service Center.
CAMP MASTER:

CAMP MASTER: one who insures their Scouts get to camp.

Each unit should have a Camp Master. The Camp Masters Camp Card responsibilities are to manage all aspects of the sale, clearly communicate sale information to your leaders and too EXCITE THE UNIT AND SCOUTS.

The Camp Master’s Ultimate Goal: To get 100% of your Scouts to Day Camp or Summer Camp! The Camp Master should be an expert on all things camp, they must know the different opportunities your Scouts have this coming summer and encourage them to attend.

CAMP MASTER RESPONSIBILITIES:

CAMP

• Be knowledgeable of all Daniel Boone Council camping opportunities. Please see Daniel Boone Council Program Calendar and www.danielboonecouncil.org.
• Encourage all Scouts to attend Summer Camp.
• Explain to parents the importance of the “Outing in Scouting.”
• Set a goal for the percent 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.
• Work with your Unit to arrange selling dates at various locations. “Show and Sell.” Make sure all Scouts are selling individually.
• Collect all money and turn in amount due to Council on time.
• Inspect, Coach and Praise your Scouts.
POLICIES AND PROCEDURES:

COMMISSIONS
Regular commissions from the 2020 Camp Card program is 50% if your unit is paid in full by May 12th. Commissions drop to 40% for accounts settled between May 13th and May 19th. Commissions will drop to 30% for accounts settled after May 19th. 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 other program goals. Units do not have to pay for any cards upfront.

INITIAL CARD DISTRIBUTION & ADDITIONAL REQUEST
Initial distribution of cards will be according to historical sales data for each unit. Each Unit should fill out the necessary documentation (Camp Card Commitment Form) to receive cards. Scouts who would like to sell individually should let a parent fill out the Commitment Form and get the Unit Leader or designee to sign the form. Unit Leader approval must be secured and will be confirmed. The Camp Card Commitment form informs the Unit, Unit Leaders and Charter Organizations that a single Scout is selling to help fund their way to camp and not for personal gain. While supplies last, extra cards may be secured through the Scout Office or your District Executive. Supplies are limited. Units that have completed their sale and have left over cards should plan to return unsold cards as soon as possible so other Scouts can have access to these cards. These cards will be re-distributed to units that wish to sell more cards. Partial payment from a unit’s first Camp Card distribution will be required before additional cards can be secured. Additional cards will be distributed based on how many youth per unit, what week of the sale we are in, the current success the unit is having, and future camp card sales plan for the unit. We need your help to ensure maximum sales for our Scouts and Units. Units may settle their account at the Council Service Center on May 6th. Deadline for 50% commission is May 12th. All unreturned cards will be paid for at settlement.

RETURN POLICY
Camp Cards can be returned to the Council Service Center without penalty between May 3rd and May 10th – commissions drop each week after May 12th. The cards MUST be in new condition (including snap - off discounts) upon return. The Camp Card Support Team reserves the right to refuse product that has been damaged or rendered unfit for re-sale. The UNIT is RESPONSIBLE for ANY unreturned cards (lost, misplaced, damaged etc.) Be sure Scouts and parents treated each card as if it were a $5.00 bill. All unsold cards not returned to the Council Service Center will be subject to a $2.50 charge per card to the Unit.

CAMP SCHOLARSHIP & PRIZE POLICY
Camp scholarship prize winners will be notified, and their unit account credited for their attendance at camp. Scholarships cannot be sold or transferred to another Scout and have no cash value. Camp Scholarships are only good for camps operated by the Daniel Boone Council during the 2020 calendar year. Only one camp scholarship may be earned per Scout.

SALE SUPPORT
We are here to help you and your Scouts be successful. Contact your District Executive or Paul Hollier, Senior Development Director, anytime you have questions. Office: 828-254-6189 or Paul’s cell at 423-202-8069 or at paul.hollier@scouting.org
CAMP OPPORTUNITIES:

CUB SCOUT DAY CAMP

Offered during the summer in each District, Day Camp programs offer archery, BB gun shooting, field sports, arts & crafts, Scout skills and much more! Cost varies by District.

<table>
<thead>
<tr>
<th>District</th>
<th>Date</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Catalooche</td>
<td>June 15th - 19th</td>
<td>$60.00</td>
</tr>
<tr>
<td>Nantahala</td>
<td>June 12th &amp; 13th</td>
<td>$40.00</td>
</tr>
<tr>
<td>SoQua</td>
<td>June 15th - 19th</td>
<td>$90.00</td>
</tr>
<tr>
<td>Terrora</td>
<td>June 22nd - 26th</td>
<td>$65.00</td>
</tr>
<tr>
<td>Toe River</td>
<td>June 22nd - 26th</td>
<td>$65.00</td>
</tr>
</tbody>
</table>

WEBELOS WOODS

Held at Camp Daniel Boone August 1st & 2nd, 2020. First and second year Webelos Scouts are eligible to attend. Archery, BB gun shooting, crafts, nature activities, sports, aquatic activities, cooking and a campfire program are offered. Opportunities to fulfill requirements toward the Arrow of Light, belt loops and assorted activity badges.

CAMP DANIEL BOONE SUMMER CAMP

One of the premier Scout BSA camps in all of Scouting, Camp Daniel Boone offers a wide variety of merit badges as well as a first-year camper program in base camp. Select a week between June 7th through July 19th, come with your Troop or as a Lone Scout. Base Camp program costs $340.00. A variety of High Adventure program exist. Cost may vary by trek. Please visit [www.campdanielboone.org](http://www.campdanielboone.org) for more details.
CAMP CARD PRIZES:

Scouts who participate in the 2020 Camp Card sale will have several opportunities to pay for their way to camp. Scouts can use their commission from the sale to pay for camp fees, gear or anything that involves camping. Example: Cataloochee District’s cost for one Scout to attend Cub Scout Day Camp is $60.00. A Scout needs to sell 24 cards to have the needed amount of commission to pay for this activity. 24 cards times $2.50 commission equals $60.00. **Cub Scouts who sell 100 Camp Cards or more will receive a free Camp Scholarship in addition to the commission earned. Scouts BSA or Venture Scouts who sell 300 cards or more will receive a free Camp Scholarship in addition to the commission earned.**

<table>
<thead>
<tr>
<th>District</th>
<th>Date</th>
<th>Cost</th>
<th>Cards to sell to use commission for Camp Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cataloochee Cub Day Camp</td>
<td>June 15th - 19th</td>
<td>$60.00</td>
<td>24</td>
</tr>
<tr>
<td>Nantahala Cub Day Camp</td>
<td>June 12th - 13th</td>
<td>$40.00</td>
<td>16</td>
</tr>
<tr>
<td>SoQua Day Camp</td>
<td>June 15th - 19th</td>
<td>$90.00</td>
<td>36</td>
</tr>
<tr>
<td>Terrora Cub Day Camp</td>
<td>June 22nd - 26th</td>
<td>$65.00</td>
<td>26</td>
</tr>
<tr>
<td>Toe River Cub Day Camp</td>
<td>June 22nd - 26th</td>
<td>$65.00</td>
<td>26</td>
</tr>
<tr>
<td>Scout BSA Camp</td>
<td>June 7th - July 19th</td>
<td>$340.00</td>
<td>136</td>
</tr>
</tbody>
</table>

WEEKLY CAMP SCHOLARSHIP DRAWING

On Friday of each week during the sale we will have a drawing for a free camp experience. To be eligible a Scout must sell 25 camp cards and report these sales to his Camp Master. **The Camp Master will go online to register those Scouts who have sold 25 or more cards - Scouts should be registered once for each 25 cards sold.** Scouts will remain in the drawing for all 10 weeks.

Visit [www.danielboonecouncil.org](http://www.danielboonecouncil.org) - the link is under the Finance Tab to enter.
THE UNIT KICK-OFF:

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 and phone.
- Review the presentation with your Cub Master or Scout Master prior to the meeting. Plan who is to do it.
- Be prepared to talk about Summer Camp opportunities.
- Have snacks, drinks and music.
- Make sure EVERY Scout receives CARDS!
- Keep it short.

Camp Card Kick-Off Agenda
1. Grand opening with music, cheers and excitement.
2. Check out cards to EVERY SCOUT with at least 10 cards.
3. Review summer camp plans.
4. Review sales goal and % of Scouts to Camp Goal & Explain Key Dates.
5. Scout Training: Role play sales DO’s and DON’TS.
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 and ENTER YOUR SCOUTS!

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 three sales methods. Create a plan and train your Scouts in all three methods; this will give you the best results.

1. **DOOR TO DOOR**: Take your cards for a trip around the neighborhood. Highlight the great coupons. Parents and Leaders: PLEASE DO NOT ALLOW SCOUTS TO GO ALONE!
2. **SHOW & SELL**: Set up a sales booth and sale 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. Some of the vendors on the card have agreed to let your Scouts sell at their locations.
3. **SELL AT WORK**: A great way for Mom and Dad to help their Scout! Have Mom and Dad take cards to work.
Safety and Courtesy:

Be sure to review these safety and courtesy tips with your Scouts and parents:
- Sell with another Scout or 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.

TIPS:
- ALL selling methods are the best. Use all methods to maximize your unit’s sale.
- Show & Sell Locations: Try to secure high traffic locations at the right times!
- LOCATION, LOCATION, LOCATION: Try to set-up sale dates at Camp Card vendor locations inside your District’s boundaries. Please schedule sale dates with managers or owners of these locations. Please consider locations besides Camp Card vendors.

*AT THIS TIME, INGLE’S, Dick’s Sporting Goods ARE UNABLE TO LET ANY ORGANIZATION SOLICIT OUTSIDE THEIR STORES.*

<table>
<thead>
<tr>
<th>EXAMPLES of potential locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lowe’s</td>
</tr>
<tr>
<td>Big Lots</td>
</tr>
<tr>
<td>Waffle House</td>
</tr>
<tr>
<td>Subway</td>
</tr>
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