

Andrew Jackson Council



2018 Camp Card Sale

March 1-May 4 , 2018

Sell Cards. Earn Money. Have Adventures of a Lifetime!

Preparing Young People for Life.

The Andrew Jackson Council is pleased to announce the Hood Scout Reservation Camp Card. This initiative is designed to help

- Scouts earn their way to Summer Camp and additional programs and activities throughout their Scouting year.
- Units/Scouts participating in this program will **earn up to 50% commission** (\$2.50) on each sold \$5 Camp Card.
- The cards will be distributed at the Camp Card Kickoff meeting in February.
- The sale will end on May 4th , giving units a great window of opportunity to sell and pay for Camp! (Early Bird Fees for Boy Scout Summer Camp are due on May 4th this year)
- Accounts are to be closed out by Friday, May 4, 2017.

Selling Camp Cards is more than another fund-raiser. It is a great way to teach Scouts responsibility and how to “earn” their way. It is also a great chance to help save parents from paying additional expenses for Summer Camp.

***For 2018, each unit may check out 20 cards per selling Scout at a time. If more cards are needed payment for the previous cards is submitted and more cards may be checked out. Remember the 9th point of the Scout Law...A Scout is Thrifty.

Camp Card Program for 2018

Who can Sell?

A pack, troop, crew, den, patrol, adult leader, or individual Scouts may sell camp cards. However all money raised must be used for Scout activities, camps, materials, etc. An adult is required at the Kick-off.

Camp Card Timeline

Now – January 26,2018

Register online to Sell Camp Cards*

Tuesday- February 27, 2018

AJC Camp Card Kick-off (Dinner Provided)

Saturday- May 3, 2018

End of Sale

Money due into office May 4, 2018- Units turning in after May 4th receive 40% commission.

Commission and Prize Schedule

Units completing their sale by the sale conclusion date of May 4 and turning in all monies to the Scout office by May 4, 2018 will receive 50% commission per card sold. Units that close their accounts after May 4th will receive 40% commission per card sold. Please plan accordingly as we cannot make exceptions.

Scout Incentives for 2018

“I Sold 25”-When a Scout sells 25 cards simply go to bsa-jackson.org click the “I Sold 25” banner scrolling on the home page and enter the Scout’s information. This will register the Scout for a weekly drawing for free 2018 Andrew Jackson Council Camp of choice. (Each Scout must only enter once and is eligible each week)

Grand Prize Drawing – Any Scout that sells 100 cards will be entered into a drawing for a camping package from the Andrew Jackson Council Scout Shop valued at over \$250! 1 Scout will be selected at the conclusion of the sale. *For a Scout to be eligible for the Grand Prize Drawing unused cards and payment must be submitted by May 4, 2018 and the Scout’s name, phone, and leader information must be submitted at that time.

Council Kickoff, Training, and Distribution

Unit Leaders or Camp Card Coordinators will attend this event. At this event we will discuss sales strategies, deadlines and give helpful tips on how to make the sale successful. **The meeting will be held on Tuesday, February 26, 2018, 6:30 pm at The Andrew Jackson Council Service Center. (Downstairs Board room). Units in the Big Creek/ Natchez Trace District will have a joint kick-off in that service area. Please check website for location and more details.**

Sales information, Camp Cards, timeline and more will be provided at this meeting. Dinner will be provided. A unit may select and send any adult to this meeting to receive information and Camp Cards, does not have to be Cub Master, Scoutmaster, or Crew Advisor. Please limit attendance to maximum of 2 adults per unit.

Register online at www.bsa-jackson.org (those that register online and supply an estimated number of cards will get 1st priority on card distribution)



How to Sell Camp Cards

Your responsibility is to teach your Scouts how to most effectively sell Camp Cards.

- Employ all sales methods.
- Create a plan and train your Scouts in all methods prior to distributing cards.
- Set a Unit and Per Scout Sales Goal

Door to Door: Take your HSR Camp Cards to specific areas and neighborhoods to sell. Highlight the great discounts, but don't forget to sell the support of Scouting more than the camp card itself.

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. Focus on multiple locations at the same time. **Be sure not to over schedule Scouts. You may NOT sell at KROGER!**

Sell at Work: Mom and Dad can help their Scout and their pocketbook. Church, Work, Clubs, etc.

Facebook and Social Media: Put a picture of the card and share with your friends and family.

Safety and Courtesy

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

- Sell with another Scout and preferably with an adult and wear a uniform or Pack/Troop T-shirt
- Never enter anyone's home.
- Never sell after dark, unless with an adult.
- Don't carry large amounts of cash.

Checkout and Return of Cards

If a unit does not sell all the cards return them to the Scout office by the due date of May 4, 2018

For the 2018 sale a maximum of 20 cards per selling Scout may be checked out at a time. In order to return cards, they must be intact as they were issued to you. Please make sure you have a sales plan and method of distribution prior to checking out cards. We want to ensure that each member has an opportunity to sell. In the event that you need additional cards, simply come to the Scout office and fill out the appropriate paperwork to receive additional cards.

For more information or questions please contact:

Larry Cagle at 601.948.6111 or by email at larry.cagle@scouting.org