Camp Card Idea Sheet

What is a Camp Card? - A Camp Card is a discount card that provides the purchaser numerous discounts to Restaurants and Retailers in the LOCAL area.

This program is designed to allow all level of Scouts the ability to go to camp but the funds can be used for other projects.

Hard working Scouts deserve to go to Camp.

Make sure parents know why and the Value of Scouts going to Camp.

Earning your way to camp is a virtue every Scout should learn.

Appoint a Camp Master- expert in all things camp related. Set a goal and achieve it.

Give Scouts the opportunity to participate even if Unit decides not to.

Camp cards allow you to train you Scouts in Public Speaking and Salesmanship.

Have Scouts role play- selling the card to each other.

Sale is Risk Free- No $ upfront. Sell cards, return unsold cards, pay for what you sell.

Make sure the sellers show the offers to potential buyers. Use the heavy stock samples for this.

Where/Who to Sell- Family- Aunts, Uncles, Cousins, Grandparents, friends, neighbors, church, parents work place, local businesses, community organizations.

Wear you Scout uniform. Tell them your first name and what you are raising money for.

Pick out 1-2 merchant in your selling area to mention to buyers. Show they can get their money back with 1 coupon use.

Scouts- Don't sell just 1. Always ask how many would you like?

Offer multiple cards. Ask them to buy some for family, friends or co-workers??????

DO NOT sell in front of merchants who are on the card. We don't want to lose the merchants support for future sales.

In many areas, merchants accept competitor's coupons. If so, use this to overcome objections to the merchants on the cards ("I don't shop there, I don't eat there").