



# 2018 Camp Card Tri-Fold

**NEW!**

## HOW THE CAMP CARD SALE WORKS:

- The **New** 2018 Camp Card Tri Fold is designed to help youth fund their way to Camp programs.
- Improvements to this year's program help Scouts earn their way to Camp, go to Philmont, or other activities. Units can also support program or supply needs.
- The Camp Card Tri-Fold will have 10 immediate discounts for nationally recognized retailers and services vs. only 4 on the previous camp card!
- Additionally, each card will come with an access code giving the owner an on-line membership and digital app for Saversguide Entertainment – including over 200,000 local offers throughout North America.
- Each Camp Card will sell for only \$10.00, earning double the returns from previous camp card campaigns!
- The participating unit and/or individual youth will keep 50% commission of the sales for each Camp Card sold!
- Commissions from the sales are encouraged to be applied toward directly sending youth to Summer Camp programs, but they may be used as the unit committee sees fit



## The Value of selling Camp Cards:

Participating in the Camp Card allows each Scout to directly fund their way to various Camp programs

Program	Cost	Sales per Youth (in cards)
Cub Scout Day/Twilight Camp	\$145	= 29 Cards per youth to sell
Webelos Camp	\$185	= 37 Cards per youth to sell
Boy Scout Summer Camp	\$285	= 57 Cards per youth to sell
National High Adventure Bases	\$800	= 160 Cards per youth to sell

\*Note—Program costs and sales per youth are not necessarily actual numbers; they are close approximations.

## Camp Card Timeline:

November	Camp Card Promotion and Unit Pre-Order & Sign-up begin
December 15	Camp Card Promotion and Unit Pre-Order & Sign-up <u>Finalized*</u>
November/December/January	Camp Card Promotions at Roundtable Meetings
January	Camp Cards Distributed at RT and/or Scout Retail Stores
January 13	Camp Card Sale Begins
March 31	Camp Card Sale Ends
April 13	Units turn in money, unsold Camp Cards, and top sellers** (**Note—Units keep commissions and only turn in unsold cards & money due council)
May 1	Commission drops to 35% commission (\$6.50 TFC, \$3.50 Unit)
May 15	Commission drops to 25% commission (\$7.50 TFC, \$2.50 Unit)
May 31	<b>New this year: Units are billed \$7.50 for each remaining card not turned in before May 31. After that, no returns on cards will be taken. The unit owns the cards at that time.</b>

\*Note: The initial order for ALL Camp Card Tri Folds will be based on the number of cards that are pre-ordered by units. Only a slight surplus will be ordered to handle additional sales.

## How to determine your Camp Card Tri Fold pre-order for your Unit:

1. It is suggested that each unit order 20 cards per youth member who wants to participate
2. Units that have participated in previous camp card campaigns can base their order on actual sales from the previous campaign
3. New Units selling camp cards for the first time will be limited to either 500 cards or \$20 per selling member, whichever is lower.
4. There will be a limited surplus of cards ordered for the campaign so that units that sell more than what they order will be able to get more cards to sell.

## How to implement Camp Card Tri Fold sales for your Unit:

5. Determine NOW the Camp programs your youth plan to participate in for 2018
6. Determine the number of active youth in your program
7. Set a per youth sales goal (number of Camp Cards each youth should sell)
8. Set an overall unit sales goal
9. Communicate unit needs clearly with each youth and parent
  - a. Explain how the sale of Camp Cards teaches youth the value of earning what they want (use the attached flier to assist youth with *Camp Card Tri Fold Sales Tips*)
  - b. Explain exactly where the unit plans to allocate the revenue generated from the sales (i.e. Individual youth Camp fees, Uniform, Unit Trailer, etc.)
10. Communicate Camp Card calendar clearly with all youth and parents
  - a. Have a Kickoff for your unit
  - b. Have a Turn-In date for money and unsold Camp Cards

## Unit Sales Incentives:

- Pre-order by December 15<sup>th</sup>, settle your account by March 31<sup>st</sup>, and sell a minimum of 250 Camp Cards. Any Unit to meet these criteria will be entered in a drawing for a Unit Party at a Kane County Cougars Game! Drawing will take place on May 15<sup>th</sup>.

## Youth Sales Incentives:

- For every 20 Camp Cards you sell, you will be entered into our Grand Prize drawing for your choice of a Sony PS4 or Xbox One S; drawing will be held on May 15<sup>th</sup>. All entries received throughout the sale are eligible for the Grand Prize drawing. Track your sales using the forms on the following pages.

## Youth Camp Card Tri Fold Sales Tips:

Hi – My name is \_\_\_\_\_,

I'm selling this card so I can go to camp.

- You can save lots of money at lots of places when you buy this card.
- There are 10 coupons on the card.
- And, there's a code to get more coupons online.
- Everything you need to know is on the back of the card.

SAVE ON:



Fine & Casual Dining



Fast Food & Carryout



Activities & Attractions



Gift Cards



Shopping & Services



Movie Tickets



Hotels, Car Rentals & Airlines

& SO MUCH MORE!

**50% OFF  
2-FOR-1**

## EVERYDAY SAVINGS FOR EVERYDAY THINGS!

The Boy Scouts of America welcomes Camp Card® users to our online SaversGuide®! You have access to hundreds of thousands of discounts on dining, shopping, events and attractions, travel and much more! Each Camp Card sold has a unique access code to register and redeem up to 10 free premium offers and unlimited frequent value offers.

TOP  
TRAVEL



EXCEPTIONAL  
EATING



AWESOME  
ACTIVITIES



SUPERIOR  
SHOPPING



## **2018 Camp Card Youth Contest Verification**

This is to verify that \_\_\_\_\_

Name of Youth

of

Pack / Troop / Team / Crew / Ship / Post # \_\_\_\_\_  
(Circle One)

has sold 20 camp cards the week of \_\_\_\_\_ and is qualified

for the Grand Prize drawing to be held on May 15<sup>th</sup>.

Unit Leader's Name \_\_\_\_\_

Position \_\_\_\_\_

Unit Leader Signature \_\_\_\_\_

Date \_\_\_\_\_

To be entered into the weekly drawings:  
Fax to Three Fires Council: 630-584-8598  
Or scan and email to [wes.weems@scouting.org](mailto:wes.weems@scouting.org)

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# YOUTH CAMP CARD RECEIPT

(Scout Parent to turn in to Unit Camp Card Coordinator)

☐ PACK

☐ TROOP

☐ TEAM

☐ CREW

☐ SHIP

☐ POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Camp Cards Issued	To be completed upon card turn in
Total number of Cards Issued this receipt  _____	Checks \$ _____ Cash \$ _____ <b>TOTAL</b> \$ _____  _____ Cards Sold _____ Cards Returned _____ Total Cards this receipt

I recognize that each of these cards have a cash value of \$10. There is no risk to our unit as long as all unsold cards are returned to our unit by March 31<sup>st</sup>. By signing below I recognize that our unit will be charged \$5.00 (50% commission) for every unsold/returned card by April 30, \$6.50 (35% commission) by May 14, and \$7.50 (25% commission) by May 31. After May 31, units will be billed \$7.50 for every unreturned card – all unreturned cards fully owned by the unit after that time.

☐ Our unit will close out our account (money/unsold cards turned in) by \_\_\_\_\_.

I agree to these terms: \_\_\_\_\_ Date: \_\_\_\_\_

Parent Signature

Name of Youth: \_\_\_\_\_

**\*NOTE**—because each 2018 Camp Card Tri Fold has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to our unit by March 31<sup>st</sup>. This will allow our unit to reconcile our account with Three Fires Council by April 13<sup>th</sup>.

[illegible][illegible]

# UNIT CAMP CARD RECEIPT

(District Executive to turn in to Three Fires Council Development Department)

☐PACK    ☐TROOP    ☐TEAM    ☐CREW    ☐SHIP    ☐POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Phone: \_\_\_\_\_ Email \_\_\_\_\_

Camp Cards Issued	To be completed upon card turn in
Total number of Cards Issued this receipt  _____	Checks \$ _____ Cash \$ _____ <b>TOTAL</b> \$ _____  _____ Cards Sold _____ Cards Returned _____ Total Cards this receipt

I recognize that each of these cards have a cash value of \$10. There is no risk to our unit as long as all unsold cards are returned to Three Fires Council by April 13<sup>th</sup>. By signing below I recognize that our unit will be charged \$5.00 (50% commission) for every unsold/returned card by April 30, \$6.50 (35% commission) by May 14, and \$7.50 (25% commission) by May 31. After May 31, units will be billed \$7.50 for every unreturned card – all unreturned cards fully owned by the unit after that time.

☐ Our unit will close out our account (money/unsold cards turned in) by \_\_\_\_\_.

I agree to these terms: \_\_\_\_\_ Date: \_\_\_\_\_

Leader Signature

Position: \_\_\_\_\_

**\*NOTE**—because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to Three Fires Council by April 13<sup>th</sup>.

# 2018 Three Fires Council Camp Card Unit Pre-Order Form

Sign up easily at [www.threefirescouncil.org](http://www.threefirescouncil.org) or continue to fill out this form

☐ YES! Our unit will participate in the 2018 Camp Card Tri-Fold Sale!

## Unit Information:

Unit Type:   Pack       Troop       Team       Crew       Ship       Post  
(Please circle one)

Unit #: \_\_\_\_\_ District: \_\_\_\_\_

How many cards would your unit like to pre-order so you can start the campaign with?

\_\_\_\_\_

We recommend units order 20 Camp Cards for each Scout that would like to sell.

## Unit Camp Card Key Contact:

Name: \_\_\_\_\_ Position in Unit: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Best Contact Number: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Please return to: Three Fires Council  
You may FAX to 630-584-8598 or scan and email to [Wes.Weems@scouting.org](mailto:Wes.Weems@scouting.org)