

# 2019 CAMP CARD UNIT GUIDEBOOK

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[www.ocscouts.org](http://www.ocscouts.org)



## Unit Camp Card Chairman

Each unit should have a Camp Card Chairman. The Chairman's sale responsibilities are to manage all aspects of the sale, clearly communicate sale information to your unit leaders, parents and Scouts, and track the Scout Sales for the Prize Drawing – see [ocscout.org](http://ocscout.org) for the Scout Sales Tracking form. The Unit's ultimate goal: Get 100% of their Scouts to participate. The Chairman should be an expert in all things camp, they should ensure Scouts know the myriad of camping opportunities available and encourage them to attend.

## Chairman's Responsibilities

### CAMP

- Explain to parents the importance of each scout earning his way to camp!
- Be knowledgeable in all Occoneechee Council camping opportunities both Cub Scouts and Boy Scouts.

### CARD

- Communicate the purpose of the Camp Card sale and the timeline to your Scouts and parents.
- Kick-off the Camp Card sale with a BANG providing all members with sales kit & at least 25 cards.
- Inspect, coach and praise your Scouts.
- Collect all money and turn in the amount due to the Council on or before May 17, 2019.

## Commission

The Camp Card commission will be 50% if the unit is paid in full on or before May 17. Commission drops to 30% after that. ***Units do not have to pay for ANY cards up front.***

## Orders and Re-Distribution

The Council will place the orders for cards based on the unit commitment forms. A limited quantity of additional cards will be available at the Council office if the units requires more.

## Return Policy

Camp Cards can be returned to the Council Service Center in Raleigh. However, the cards **MUST** be in new condition (including snap off discounts) **AND** bundled in groups of 25. **NO** cards will be accepted for return after May 17. 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 \$5.00 bill.



## Sales Support

**Scout office:** 919-872-4884

**Council Web Page:** [www.ocscouts.org](http://www.ocscouts.org)

**Adam Van Stedum:** [Adam.Vanstedum@scouting.org](mailto:Adam.Vanstedum@scouting.org)

## Benefit of Selling Camp Cards

### How does selling camp cards benefit the Unit and Scout?

- Gives the Scout the opportunity to fund their Scout camp experience.
- Teaches teamwork and goal setting.
- Gives the Scout the opportunity to learn time management.
- Teaches salesmanship, builds self-confidence, and gives the Scout the chance to improve public speaking skills.
- Proven fund raiser.

### How does the Council benefit?

- Provide funds to help with the ongoing costs of operating our Council.
- Provides Camperships for Scouts unable to afford a summer camp experience.

There are Four cards for 2019—Wake County, Fayetteville, Durham/Chapel Hill and Lee County— see [www.ocscouts.org](http://www.ocscouts.org) for examples of all cards.

## Camp Opportunities in 2019

### Boy Scout Summer Camp

Camp Durant is widely regarded as having the best facilities in the Southern Region and the program offered is second to none. Experience the difference as you spend a week with us with the highest quality instruction and state of the art facilities. Don't forget our Provisional Camp option for those Scouts who just can't get enough or just really love camp.

### Cub Scout Day Camp

Day Camps are offered during the summer in various locations throughout the Council. Some Day Camps offer Archery, BB's, Field Sports, Arts & Crafts, Scout Skills and much more.



## Cub Scout/Webelos Resident Camp

July at Camp Durant. Spend 4 days/3 nights at Camp Durant where the professional staff will make their trip to camp meaningful and fun. Scouts will experience all program areas in camp: Waterfront, BB & Archery Ranges and Handicraft Lodge while he earns advancements. Meals will be served in the Grand Lodge prepared by professional cooks. Parents don't forget that we have flush toilets and hot showers in every camp site!

## The Summit Trek

The Occoneechee Council and Camp Durant are pleased to make available again in 2019, a program that has been exclusively designed for us-The Summit Trek. The program gives Camp Durant Scouts and Ventures the opportunity to spend a week at the Bechtel Summit enjoying world class adventures venues. The trek includes all activities, meals, round-trip transportation and programing.

## Camp Card Unit Kickoff

### How can you ensure a successful kickoff?

#### Appoint a Unit Camp Card Chairman

- Make sure your kick-off is properly promoted through email groups and phone contacts. Kick off the sale with excitement, fun or food. Set unit and scout goals.
- Be Prepared to talk about camping opportunities that the scouts can earn money to attend.
- Make sure every scout gets a Sales Kit and 25 Cards.
- **Keep it simple! Make it FUN!**

#### Camp Card Kick-off Agenda

- Grand opening with music, cheers, excitement and Camp Durant videos from YouTube.
- Check out a SALES KIT to every Scout with at LEAST 25 Cards.
- Review camping opportunities.
- Review sales goal and explain key dates.
- Scout training: roleplay-Do's and Don'ts.
- Big Finish: Issue a challenge to your scouts and send everyone home motivated to sell.

#### Keep the Momentum Going

- Encourage them weekly. Use emails, phone calls, face-to-face contact, etc.
- Recognize top selling Scouts each week.



## FORMS

### 1. Unit Registration Commitment Form – ONLINE This Year !!

The following TWO forms are used together  
AND turned in together on May 17, 2019

2. Scout Sales Tracking Form (NEW and required) for Prize Drawing
3. Unit Settlement Form

## CAMP CARD 2019 DATES

January - February ..... Units Commit to Sell Camp Cards.

March..... Camp Cards available to Units at District/  
Service Area Kick-Offs the first week of March.

March ..... Units hold Kickoffs & Start Sale. Chairman  
explains program to Scout parents. Chairman distributes materials &  
cards.

May 17 ..... **CAMP CARD SALE ENDS.** Unit Settlement  
Form, Scout Sales Tracking Form (NEW & required to enter the Prize  
Drawing) & All Monies are due to Council. On or Before this date, unit  
commission is 50%. Return cards in Bundles of 25.

After May 17 ..... Unit Commissions are Reduced to 30%.

May 24..... Prize Drawing Winners Announced.



## Prize Program Explained

ONLY ONE prize from Each Category will be awarded. The Prize Drawing will take place May 24th, 2019 via Social Media. Watch for drawing details to be announced on [www.ocscouts.org](http://www.ocscouts.org) and the Council's Facebook page.

<b>Number of Cards Sold PER Scout</b>	<b>Prize Drawing Category</b>
up to 99	\$150 Amazon Gift Card
100 - 499	\$200 Amazon Gift Card
500 Plus	\$600 Amazon Gift Card
<b>Number of Cards Sold per UNIT</b>	
The Unit that sells the greatest number of cards	\$200 Scout Shop Gift Card