

2023
Scout Card
Leaders
Guide



BOY SCOUTS OF AMERICA®

OCCONEECHEE COUNCIL

2023 SCOUT CARD SALE

The Occoneechee Council is excited to announce the 2023 Scout Card program formerly know as Camp Cards This initiative is designed to help Scouts earn the funds they need to pay their own way to Scouting adventures/experiences/trainings/camps. The commission paid on cards is 50%. The 2023 Card has been developed with highvalue offers to maximize your Scouts' potential earnings. The versions are Chatham County, Cumberland County, Durham/Chapel Hill, Lee County, Moore County and Wake County. Cards ordered will be distributed from the Council Office. Any unsold cards can be returned by the deadline at no cost to your unit as long as the break-aways are intact.

SCOUT CARD BENEFITS

- Card Price - \$5
- Commission per card sold - \$2.50
- No Risk—unsold cards can be returned by deadline
- Council Approved Fund-Raiser: Scouts can and should sell in uniform
- 6 Versions - geographically designed

2023 TIMELINE

March 24	Unit card orders due
April 4-14	Cards distributed to units
June 30 th	Sale Ends
June 30 th	Return deadline for unsold cards. Units are financially responsible for any cards (lost, misplaced, damaged, etc) kept beyond this date!
June 30 th	Money, Settlement Form, Sales Tracker for Drawing are DUE
June 30 th	PRIZE DRAWING!!!!



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ORDERS & REORDERS

The council will place an order for Scout cards after all units have placed orders.

If you need additional cards during the sale please use the same link.

RETURN POLICY

Unsold and unbroken cards can be returned to the council at no cost to the unit on or before June 30th. Units will be responsible for all cards kept after June 30th.

PLACES TO SELL

1. **DOOR-TO-DOOR:** Take your cards for a trip around the neighborhood. Highlight the great coupons and how the cards save money! Encourage customers to buy more than one card because the break off coupons can only be used one time and more than pay for the card. Suggest buying a card for each car.
2. **STORE FRONT SALES:** Set up a sales booth and sell Scout Cards on the spot. This can be an effective approach in the right location at the right time. Focus on multiple locations over the course of the sale. It is important to always ask permission from the store manager prior to setting up in front of a store. Many businesses prohibit store front sales, please respect their policies. Also, it is important to check with your district as many have district signup sheets for store fronts that must be signed up for at the district. Locations to consider include Walmart, Lowe's, Sam's, Tractor Supply, grocery stores, etc. Again, make sure you have permission prior to setting up in front of any stores.
3. **ONLINE:** Sell 100% of your cards online. All scouts will use a central website. Please ask your customer to include your name and unit number to ensure the sale gives credit to the correct Scout/Unit. Customers can choose from any of the 6 card versions. The customer will pay an extra \$1.50 for shipping (first 5 cards). The credit for sales will be used against the unit's balance. A sales report will be provided to show which Scouts should receive credit.

SAFETY AND COURTESY

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

- Always sell with another Scout or with an adult—NEVER alone.
- Two deep policy except with parents.
- Never enter someone's home.
- Never sell after dark.
- Don't carry large amounts of cash, but do carry change!
- Always walk on the sidewalk and driveways—stay off the grass.
- Be careful of dogs while selling.
- Say THANK YOU even if they don't buy a card.

IT'S EASY TO SELL—LET ME SHOW YOU HOW!

SALE TECHNIQUES FOR SCOUTS

Don't miss the opportunity to use the Scout Card sale to train your Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort and your sales will improve. Scouting adventure card sales may also qualify for some requirements towards the Salesmanship Merit Badge and other advancement opportunities.

- Have Scouts role play and practice during the kickoff.
- Find a way to make training fun and reward Scouts who do a good job. Give a small incentive at a patrol/den level.

HAVE YOUR SCOUTS PRACTICE THESE SIMPLE STEPS

- Wear your Uniform.
- Smile and say – “Hello, my name is_____. I'm a Scout with (Pack/Troop /Crew)_____.
- Tell them what you are doing – “I'm raising money so that I can (insert Scout Adventure) this year.”
- Tell them what they can do to help – “I'm selling Scout Cards that will not only help me (insert Scout Adventure here), but will help YOU save money as well.”
- Explain that just one of the breakaways will pay for the card.
- Close the sale, and say, “Thank you!”

WE ARE SELLING THE SCOUTING, NOT JUST THE CARD

Ensure your Scout families understand they are selling character, they are selling a better community, and they are selling all the benefits of Scouting and the camping activities, NOT just a card. Emphasize how every card sold helps a Scout go on adventures. The reason our sale will be successful is because people want to support Scouting as much as they want to buy a card.

UNIT TIPS

- Hold a Unit kickoff
- Emphasize how the card pays for itself.
- Set goals / show benefits.
- Offer prizes.
- Train Scouts how to sell.
- Set up store front opportunities for families.
- Accept credit cards.
- Find a way to make training fun and reward Scouts who do a good job.

Sales support:

Scout office: 919-872-4884
Council Web Page: www.ocscouts.org
Erin Zeek: Erin.Zeek@scouting.org
(910) 261-1722

PRIZES!

ONLY ONE prize from Each Category will be awarded.
The Prize Drawing will take place June 30, 2023. The drawing will be announced on Facebook Live.

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

WAKE COUNTY

Reusable	Papa Johns	20% Off Regular Menu Price Online Orders (16 Wake Locations)
One Time	Harris Teeter	\$5.00 off a \$75 or greater purchase
One Time	Dicks Sporting Goods	\$10.00 off your purchase of \$50 or more
One Time	Tractor Supply	\$5.00 off your purchase of \$25 or more
Reusable	Fairview Garden Center	\$5.00 off your purchase of \$25 or more
Reusable	Ashworth Drugs	Buy any Fountain Food Entrée at regular price get any Entrée equal value free
One Time	B & W Hardware	\$10.00 off \$50 purchase

DURHAM / CHAPEL HILL

One Time	Carlie C'S IGA	\$5.00 off a \$50 or greater purchase
One Time	Harris Teeter	\$5.00 off a \$75 or greater purchase
One Time	Dicks Sporting Goods	\$10.00 off your purchase of \$50 or more
One Time	Tractor Supply	\$5.00 off your purchase of \$25 or more
One Time	Triangle Ace Hardware	\$5.00 off \$25 purchase of all regular priced merchandise. Excludes sale or discounted merchandise, Prescriptions, Gift Cards, Fuel, Yeti, Big Green Egg, Weber, Stihl, Traeger, Toro, Power Equipment
Recurring	Alfredo's Pizza Villa	\$2 off a 16 in pizza, pickup and Dine in only \$3 off a 18 in pizza, pickup and Dine in only
Recurring	Orange County Sportsplex	Free skate rental with purchase of public ice skate admission
Recurring	The Original Q-Shack Durham	10% off order (does not include caterings or Tailgates)
Recurring	Roots	\$3 off a Mega Root Combo and \$.50 off any single drink
Recurring	Papa Johns	20% Off Regular Price Online Order

FAYETTEVILLE

One Time	Carlie C'S	\$5.00 off the purchase of \$50.00 or more
One Time	Dicks Sporting Goods	\$10.00 off your purchase of \$50 or more
One Time	Harris Teeter	\$5.00 off a \$75 or greater purchase
One Time	JP JumpMasters	30 Minute Free Jump
One Time	Tractor Supply	\$5.00 off your purchase of \$25 or more
One Time	Battle House Laser Tag	Buy one standard game at regular price get the second game free
Reusable	Fazzoli's	10% off entire purchase
Reusable	Battle House	\$5 off one game
Reusable	Luigi's	Free appetizer (\$10 max) with purchase of 2 dinners dine in only
Reusable	LaFayette Lanes	BOGO game
Reusable	Rocket Fizz	10% Off entire purchase
Reusable	Duck Donuts	\$2.00 off a Dozen
Reusable	Triangle Rock Club	BOGO day pass with gear
Reusable	Bubba's	10% off any food purchase
Reusable	Escapology	10% off
Reusable	Sonic	10% off total any food purchase
Reusable	Old Chicago Pizza & Taproom	\$5 off \$25 purchase
Reusable	Smokey Bones	10% off purchase
Reusable	Red Robin	Free appetizer w/purchase of adult meals with beverage at regular price.

CHATHAM COUNTY

	VENDOR	DISCOUNT
One Time	Harris Teeter	\$5.00 off a \$75 or greater purchase
Reusable	Lizzie's Grill-N-Chill	Buy a meal at regular price get a drink free
One Time	Tractor Supply	\$5.00 off your purchase of \$25 or more
One Time	Dicks Sporting Goods	\$10.00 off your purchase of \$50 or more
Reusable	Rufus Restaurant	\$5 off \$25 Purchase
Reusable	San Felipe Mexican Restaurant	10% off your next purchase Siler City Location
Reusable	The Chatham Rabbit	Buy any item at regular price get 10% off
One Time	Hayley Bales Steakhouse	Free blooming Onion with purchase of 2 entrées Mon-Wed only
Reusable	Crossroads Grill of Siler City	Buy Cheeseburger and fries at regular price get a large drink free
Reusable	Dry Dock Seafood Restaurant	Buy a meal at regular price get a drink free
Reusable	Pelican's SnoBalls	Buy a regular get one kiddie free
Reusable	Down Town Cafe	Free drink with a purchase of \$5 or more
Reusable	New Horizons West	\$5 off \$25 purchase or more (Can use once a month)
Reusable	Roots	\$3 off a Mega Root Combo and \$.50 of any single drink

MOORE COUNTY

	VENDOR	DISCOUNT
One Time	Harris Teeter	\$5.00 off a \$75 or greater purchase
One Time	Tractor Supply	\$5.00 off your purchase of \$25 or more
One Time	Dicks Sporting Goods	\$10.00 off your purchase of \$50 or more
Reusable	Cups Cupcakery	Buy a cupcake at regular price get a cupcake 1/2 off
Reusable	Sandhills Bowling Center	Buy one game at regular price get one free
One Time	Black's Tire and Auto	\$5.00 off oil change
Reusable	Kickback Jacks Southern Pines	Free fried pickle appetizer with \$25 purchase
Reusable	River Jack Outdoor	\$5 off a \$50 purchase
One Time	Texas Roadhouse Aberdeen	Free Cactus Blossom or Fried Pickle appetizer with purchase of one adult entrée
Reusable	SoPies	10% off entire purchase
Reusable	Burney's Hardware Company	10% off your purchase. Excludes Stihl, Scag, Sale items, Labor, Other exclusions may apply. Can not be combined with other offers.
Reusable	The Ice Cream Parlor Restaurant	Buy one kids scoop at regular price get one kids scoop Free.

LEE COUNTY

	VENDOR	DISCOUNT
One Time	Tractor Supply	\$5.00 off your purchase of \$25 or more
Reusable	Sonic	Buy any Footlong Chili Cheese Coney at Regular Price get one free
One Time	R & N Motor Company Inc	\$5.00 off a purchase of \$25 or more
One Time	The Chocolate Cellar	\$5.00 off a purchase of \$50 or more
One Time	Bubba's Subs and Pizza	Buy a 16" sub at regular price get an 8" sub free
Reusable	Bubba's Subs and Pizza	\$1.00 off a 16" sub or \$.50 off an 8" sub
Reusable	Papa Johns	25% off regular menu price item. Carry Out only
Reusable	Dunkin Donuts	Buy 1 large beverage at Regular price receive a free classic donut.
Reusable	Kathy's Java Express	10% off any purchase
Reusable	Fonda Lupita	10% off order (excludes alcohol)
Reusable	Domino's	Buy 1 large 1 topping pizza at regular price get 1 large 1 topping pizza or stuffed cheesy bread free
One Time	Black's Tire Service	\$5.00 off oil, lube, filter up to 5 qts. both Sanford locations
Reusable	Fabe's	10% off order
Reusable	San Felipe Mexican Restaurant	10% off (excludes alcohol and specials) Sanford Locations
Reusable	Fresh Choice Cafe	Buy lunch & get a drink free