

2012 Camp Card Program

Revised: 1/18/2012

The Indian Waters Council is pleased to announce the return of the EARN YOUR WAY TO CAMP for free fundraising program. The highlight of this program is that it allows Scouts to attend one or more Summer Camp programs for free.

Over \$36,000 was earned for units and youth to use for scouting activities in 2011!

SAMPLE SCRIPT

Hi, my name is _____. I am a _____ Scout in _____ # _____. I am trying to earn my way to summer camp. Would you like to purchase a Camp Card for \$10? It has a value of more than \$150 and includes Sportsman's Warehouse, Jiffy Lube, Sonic, and much more.

[Pre order cards on line at www.indianwaters.org](http://www.indianwaters.org)

Go to Camp For Free!!! Sell until May 1st

This fundraiser is designed to help Scouts earn their way to a Summer Camp and/or Day Camp. On top of getting to go to camp for free, we have given bonus credit when your Scout sells Camp Cards. Scouts can go to camp absolutely free through this fundraiser as well as earn bonus bucks to use at the Trading Post for those events held at Camp Barstow. Deadline to use the options below is May 1st 2012.

Option 1 Camp

\$ saved selling

<u>Sell</u>	<u>Free Camp Earned</u>	<u>Regular Price</u>	<u>Cards vs. paying cash</u>
15 Cards	Cub Scout Day/Twilight Camp	\$90	\$15
20 Cards	Wolf / Bear Resident Camp + \$10 TP credit	\$115+10	\$25
20 Cards	Webelos Waters Resident Camp + \$10 TP credit	\$115+10	\$25
42 Cards	Boy Scout Summer Camp + \$25 TP credit	\$225+25	\$40
45 Cards	Lake Murray Sailing Trek or War Canoe Trek	\$245	\$20

Money earned will be used for camp fees and any extra money earned will be deposited into the unit account at the IWC office, no checks can be written to the unit, scout, volunteer or parent.

Option 2

NEW in 2012:

Join the Winners Circle: Sell until May 1st

Any Scout that SELLS 50 camp cards and all monies are turned into the IWC office by May 1st 7pm can go to any IWC camp above for free and the unit will receive \$200 bonus into their unit account.

Extra money and / or \$200 Bonus on this program will be deposited into the unit account at the IWC office and all funds must be used for Scout Shop, IWC camps, and Council Activities. Extra money will not be given to a unit, scout, volunteer, parent or Any National High Adventure Base.

- **To qualify for option 1 and 2, accounts must be closed out no later than 7pm on Tuesday May 1st. If account is not closed out you will not qualify for option 1 or 2 and will be moved to the Option 3: 40/60 Commission Only rate below.**

Option 3

40/60 option: Sell until May 31st Earn Extra Money for Scouting Activities, Camping Supplies, or Uniforms, Jamboree, or Unit Trips.

Scouts and Units can earn \$4 for every card they sell. That money can go toward equipment, uniforms, or future Scouting trips such as Fall Cub events or Philmont, Seabase, or a National Jamboree for Boy Scouts or Summer Camp.

Participating Scouts and units will receive \$4 for each \$10 Camp Card they sell as long they close out their account and turn in all money and unsold cards no later than May 31st (See Commission Specifics on page 2). The Camp Cards will be distributed at February Roundtables on February 9th or at the Indian Waters Council Office after this date. The sale will end on May 31st giving Scouts up to 4 months to sell. This program is **RISK FREE**, simply return any unsold cards.

<u>Sell</u>	<u>Money Earned</u>	<u>Sell</u>	<u>Money Earned</u>
10 Cards	\$40	100	\$400
25 Cards	\$100	250	\$1000
50 Cards	\$200	500	\$2000

Money earned in this option can be left in the unit account or a check can be written to the unit. No personal checks will be written.

***COUNCIL Contingents to National and World Jamborees and Philmont can earn 50% by selling with the contingent.** Contact Contingent leaders to sign up.

TIPS FOR SUCCESS

1. Establish a goal for every Scout. The minimum goal should be for every Scout to go to at least one camp this summer.
 - a. Set expectations for families
 - b. Share with parents how Camp Card sales can send their son to camp for free
2. Schedule sales dates and times in prominent locations (grocery stores, department stores, hardware stores, banks on payday, etc.). Be sure to get permission from the manager first.
3. Sportsman's Warehouse will let us sell in front of their store. However, you must sign up for a time slot first. Contact Velda Howard at the Council Office (803) 750-9868 to schedule your unit's time. **DO NOT CONTACT SPORTSMAN'S WAREHOUSE DIRECTLY.**
4. The council will provide a liability insurance certificate for stores/businesses needing proof of insurance. (Contact Mike Prachar at michael.prachar@scouting.org)
5. Sell to friends, family members, places of worship and work sites.
6. Camp Card is an approved council fundraiser --- **YOU CAN WEAR UNIFORMS!!!!**
7. Be sure to close your account on time (no later than May 31st).
8. Emphasize the value of the card. Over \$150 in potential discounts!!!
9. **NO RISK!!!** Simply return any unsold cards.
10. Remember.....In the end, the customer is investing in a Scout in uniform, not necessarily what's on the card.

Commission Specifics: Go To Camp For Free / Option 1

- Accounts must be closed out by May 1st so that monies can be credited towards Indian waters Day Camps and Camp Barstow. A special IWC Trading Post gift card will be awarded as well as indicated in above.
- Scouts who do not reach the number of cards to earn a free trip to camp will be given \$5 (or \$4 if the account not settle on time) per card sold to apply toward camp fees. *Example 1: A scout sells 10 cards (15 required for free Day Camp); they will receive \$50 toward camp. Example 2: Another scout sells 15 cards, but the account does not get settled on time. They will only receive \$60 towards camp.*
- All extra monies will stay in the unit account at the Indian Waters office and can be used for scout shop purchases, trainings, and council activities. No individual checks will be written to units, volunteers, or parents.

Commission Specifics: Winners Circle NEW IN 2012 Option 2

- This new Program is designed to get youth to our camps and provide a bonus to the units for selling camp cards. NO Trading post gift cards are included in this program.
- The \$200 bonus will be deposited into the unit account only and will not be used for any National High Adventure Base or 2013 Jamboree.
- \$200 bonus can be used for Scout Shop purchases, Indian Waters, trainings, or Council activities.
- Bonus money must stay in the units IWC account, no checks will be written to a unit, volunteer, or parent.
- Any money earned above and beyond the \$200 bonus in camp card sales will also stay in the account. (For example: a scout sells 55 camp cards and earns a free trip to Webelos Waters, the unit will receive \$200 bonus and (5 cards x \$5 = \$25) 50% commission. = \$225 bonus into the unit account, again all monies will stay in the unit account at the Indian Waters Office.

Commission Specifics: 40/60 Option 3

- To earn the full \$4 commission, units must settle their account (turn in all monies and any unsold cards) on or prior to May 31st, 2012.
- For all accounts not settled (money & unsold cards turned in) by May 31st, units will only receive \$3 per card sold once the account is settled...
- Units, Parents, or Volunteers wishing to get additional cards to sell must turn in all the money for the cards they have been issued before receiving additional cards.
- Money earned will be deposited into the unit account or a check can be issued to the unit if requested.
- Commissions will be paid when the all cards are turned in and monies deposited.
- The Camp Card program is an approved Unit Money Earning Activity sponsored by the Indian Waters Council. Scouts are encouraged to wear their Class "A" Uniform for all local council sponsored money earning activities.

Camp Card Reconciling Sheet for Units

Scout's Name	# of Cards Issued	\$ Turned In	Cards Returned	Reconciliation
Ex. <u>Joe Scout</u>	<u>10</u> X \$10 = <u>\$100</u> (a)	<u>\$80</u> (b)	<u>2</u> X \$10 = <u>\$20</u> (c)	<u>\$100</u> (a) = <u>\$80</u> (b)+ <u>\$20</u> (c)
1. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
2. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
3. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
4. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
5. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
6. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
7. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
8. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
9. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
10. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
11. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
12. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
13. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
14. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
15. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
16. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
17. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
18. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
19. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
20. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
21. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
22. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
23. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
24. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
25. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
26. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
27. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
28. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
29. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
30. _____	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)
UNIT TOTAL	___ X \$10 = ___ (a)	___ (b)	___ X \$10 = ___ (c)	___ (a) = ___ (b) + ___ (c)