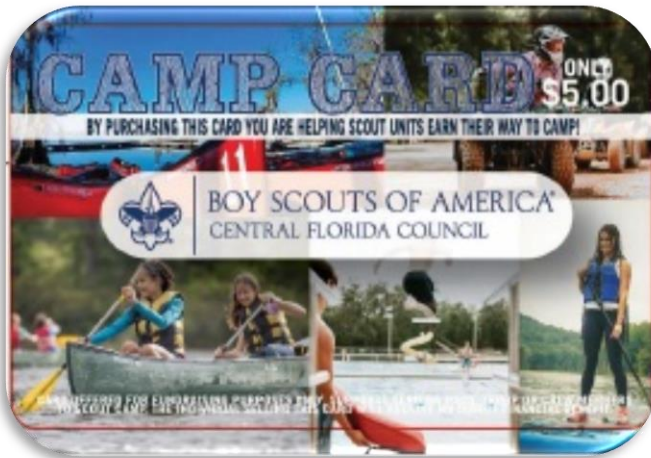


Central Florida Council, Boy Scouts of America



Welcome to our 2019 Camp Card Sale!

Selling Camp Cards is an easy no risk way to teach our Scouts the value of 'earning their way'. Going to camp is the highlight of every Scout's year. Shouldn't they understand the value of that experience?

Thank you for investing the time and energy to lead your Scouting Unit's 2019 Camp Card Campaign. This sale plays an essential role in allowing Units to generate needed funds for your Unit and to send Scouts to camp.

Imagine being able to pay for a **MAJOR** portion of what your Unit does for an entire year with Camp Card profits. Trips, camp outs, trainings, advancements, Blue & Gold Banquets, Courts of Honor, camp trailers, uniforms, day camp, resident camp, summer camp and of course our 2019 Jubilee!

Our goal is to give all Scouts the opportunity to earn the funds needed to have the best unparalleled Scouting experience ever!

Community Partners

We have some amazing community partners that are offering redeemable one time use and multiple use offers throughout the year. Take advantage of this partnership to help our Scouts get to camp!

We are selling our Scouting program, not just camp cards. Selling camp cards as a fundraiser enables Units to have funds to help deliver their program. We are selling Scouting and people will buy if asked. Most people have never been asked to purchase Camp Cards. People need to understand why Scouts sell.. Why should they buy? Some examples include:

1. Help my Scout go to camp
2. Philmont Trip or National Jamboree
3. New equipment for our Unit

Unit Camp Card Chair Responsibilities:

The ultimate goal: Get 100% of Scouts to attend Central Florida Council camps and participate in our Camp Card Fundraiser.

1. Be an expert in all Central Florida Council camp opportunities.
2. Set a challenging sales goal for your unit and youth that pays for the Unit's camp and program needs.
3. COMMUNICATE with your parents and leaders; keep them informed!
4. Understand and communicate the impact your Unit's participation in Central Florida Council camping opportunities has on retention and advancement for our youth.
5. Understand the sale deadlines, unit incentives and youth incentives. Share this information early with your Scouts, Parents and Leaders.
6. Set up your Unit's Sale Calendar and Schedule
7. Enthusiastically promote the sale- to both youth and parents.
8. Plan and conduct your Unit's Camp Card Kickoff
9. Visit our website: campcard.cflscouting.org for additional resources to assist in having a successful fundraiser!

Need more camp cards?

If your Unit sells all Camp Cards requested and would like to order additional cards—order them at paycampcard.cflscouting.org. Then let us know if you would like to pick-up camp cards from the office or make some other arrangement for pick-up.

Remind your Scouts of ALL deadline dates.

Update your Unit each week on sales total (share results at Unit meetings).

- ✓ Make sure checks are made payable to the Unit.
- ✓ Collect and tally money from Scouts and submit payment at paycampcard.cflscouting.org by Saturday, April 27, 2019.
- ✓ Submit Scouts prize orders by Saturday, April 27, 2019.

HOW THE CAMP CARD SALE WORKS:

Step 1

- ✓ Estimate the number of cards your Unit will need to sell to meet your Unit's goals. Refer to the total number of cards sold in 2018.
- ✓ Purchase additional cards throughout the sale for \$3 per card received. We will have a limited reserve of cards at the Council Office. (Remember you can return any unsold cards per our Return Policy).

Step 2

- ✓ Help each Scout in your Unit set a personal goal. Add them all up to equate to your Unit goal.
- ✓ Make a chart and display at your meeting location.

Step 3

- ✓ Pick up your cards at the Kickoff for distribution to Scouts.

Step 4

- ✓ Distribute cards to Scouts and encourage them to sell- storefront, door-to-door, etc..
- ✓ Have Scouts sell at a parent's place of employment.

Our 2019 camp card has a value of **over \$185** and will virtually sell itself. The Camp Card sale is an opportunity for youth to earn money to pay for their camping fees and equipment by selling a value enhanced discount card.

Each card contains discount offers from different vendors (most can be redeemed multiple times) during the 2019 calendar year. The cards sell for \$5.00 with the youth earning up to 40% (\$2.00) commission for each card sold.

Camp Card Calendar- Important Dates

November 15, 2018	Deadline-Pre-Order Camp Cards Online
January 30, 2019 (6:30-7:30 pm)	Osceola Chamber of Commerce- Camp Card Kickoff (1425 E. Vine Street, Kissimmee)
February 2, 2019 (10-11:30 am)	Council Office- Camp Card Kickoff (1951 S. Orange Blossom Tr., Apopka)
February 7, 2019 (7-8:30 pm)	Volusia/Flagler -Camp Card Kickoff (Daytona Beach Police Dept. (2 nd Floor), 129 Valor Blvd, Daytona Beach, FL 32114)
February 16, 2019 (10-11:30 am)	Brevard - Camp Card Kickoff (LDS Church in Viera, 7700 Lake Andrew Drive, Melbourne, FL 32940)
February 21, 2019 (6:30-7:30 pm)	Lake- Camp Card Kickoff (LDS Church, 1875 Mt. Vernon Road, Leesburg)
February 23, 2019 (3-4:30 pm)	Council Office - Camp Card Kickoff (BSA Council Office, 1951 S. Orange Blossom Trail, Apopka, FL)
April 27, 2019	SALE ENDS / SETTLEMENT / PRIZES ONLINE
May Roundtable	Summer Camp Scholarships Distributed (to CCC)
June 1, 2019	Andretti DAY - ALL 125 camp card sellers!!
June Roundtable	Gift Cards / Fall Camp Scholarships Distributed (to Camp Card Chair)

Commission Structure – Earn up to 40% commission!

Pre-order Camp Cards by November 15, 2018 -	10%
Attend one (1) of six (6) Kickoffs -	10%
Order Prizes/Settle on time -by Saturday, April 27, 2019	10%
5 % Increase over 2018 sales -	10%**

***Units that did not participate in 2018 but participating in 2019 – sell a minimum of 125 camp cards to earn the last 10% commission.*

Return Policy - *No transfer of camp cards is allowed between units.*

Returns of unsold cards will be accepted until April 27, 2019 with the following conditions:

- ✓ A unit can return up to 50% of their initial order at no cost.
- ✓ Any additional returns over 50% of the initial order will be charged a \$0.50 per card restocking fee.
- ✓ The cards must be complete with no tabs removed or damaged.
- ✓ Returns after April 27, 2019 **will not** be accepted and the unit will be financially responsible.

The Central Florida Council reserves the right to refuse product that has been damaged or rendered unsalable. The UNIT is RESPONSIBLE for **ANY** unreturned cards (lost, misplaced, damaged, torn, etc.) **No refunds will be issued for additional cards ordered.**

Settlement Locations

Settlement Day will be held on Saturday, April 27, 2019 at the following locations. Any return of camp cards and monies are due **BY** April 27, 2019. Please plan on attending one of the locations below to complete your settlement.

District	Settlement Location (Saturday, April 27, 2019)
Colonial	Safari Heritage Parts , 3454 Aloma Ave, Winter Park, FL,32792 (8:30-10:30)
Lake	Lake Idamere Park, Pavillion #2, 12335 County Road 448, Tavares FL 32778 - Corner of Hwy 19 and CR448) (9-12)
Timuqua	Panera Daytona Beach, 2400 W International Speedway Blvd. Daytona Beach FL 32114 (9-12)
Timuqua	Scout Hut Deland, 716 N Frankfort Ave, Deland, FL 32724 (9-12)
Riverside	LDS Church Viera1875 Mt Vernon Road, Leesburg, FL (9-11)
Eagle Empire	Council Office, 1951 S Orange Blossom Trail, Apopka FL (9-11)
Eagle Empire	Panera Bread, 4700 S Apopka Vineland Road, Orlando, FL 32819 (9-11a)
Challenger	LDS Church Viera, 7700 Lake Andrew Drive, Melbourne, FL (9-11)

Osceola	Camp Lonesome, 4699 N Canoe Creek Road, Kenansville, FL 34739 (10a-2p)
Osceola	Kissimmee Lakefront Park, 201 Lakeview Drive, Kissimmee, FL 34741 (10a-2p)
Seminole	New Covenant Assembly Church in Casselberry, 1991 East Lake Drive, Casselberry, FL 32707 (10a-12p)
Metro-Orlando	Mt. Sinai Missionary Baptist Church, 5200 W South Street, Orlando, FL 32811 (9-11)

*Timuqua, Eagle Empire and Osceola Districts have 2 locations Saturday, April 27, 2019.

All Prize Order Forms are also due online by Saturday, April 27, 2019. Monetary payments can also be completed online at: paycampcard.cflscouting.org.

Orders & Re-Distribution

While supplies last, extra cards may be secured through the Council Office. Before receiving additional allotment of cards, units must pay a minimum of \$3 per additional card received.

Units that have completed their sale and have left over cards may return unsold cards to the Central Florida Council, subject to the Return Policy. Returned cards will be redistributed to units that wish to sell additional cards. **No refunds will be issued for additional cards ordered. No transfers are allowed between units**

District Camp Card Chairs and Staff:

Our Camp Card Leadership Team is available to assist in helping our Camp Card FUNdraiser a success! Our goal is to help manage all aspects of the sale and clearly communicate sale information.

District	District Executive(s)	Email Address	District Camp Card Chair	Email Address
Challenger	Stephanie Govatos	stephanie.govatos@cflscouting.org	Robin DeRushie	rderushie@gmail.com
Colonial	Brandon G & John B	Brandon.Gawel@cflscouting.org John.Burke@cflscouting.org	Mike Harding	michaeldharding@aol.com
Eagle Empire	Richard F & Jakob F	Richard.Fallon@cflscouting.org Jakob.Fritz@cflscouting.org	Katrina Soto	ksoto7@yahoo.com
Lake	John Larsen	John.Larsen@cflscouting.org	Lydialice Rodriguez	lydialice1@gmail.com
Metro-Orlando	Howard Pernell	Howard.Pernell@cflscouting.org	Larry Schnaudigel	taz232703@yahoo.com
Osceola	Cory Dewell	Cory.Dewell@cflscouting.org	Jessica Iannotti	Jessielynn214@gmail.com
Riverside	Kevin Ronayne	Kevin.Ronayne@cflscouting.org	Shelly Lail	shelly.lail@att.net
Seminole	Chris Ham	Chris.Ham@cflscouting.org	April Esler	Aprilnesler@gmail.com
Timuqua	Tiffini Jackson	Tiffini.Jackson@cflscouting.org ; Mac.Griffith@cflscouting.org	Sharla Mercado	smercado01@yahoo.com

Camp Card Staff Advisor: Tia Pendleton, Tia.Pendleton@cflscouting.org, 407-703-0245





SCOUT INCENTIVES

Each time a Scout sells 25 camp cards their name can be submitted online into our drawings for great prizes! The Scout's entry will remain in the drawing until their name is pulled.

(prizes shown may not represent the exact prize received).

The drawings will be held on the following days: February 22, March 8, March 22, April 5, April 19 and April 26.

 <p>February 22</p>	<p>4 GOLD Seat Tickets to Orlando Solar Bears Hockey Game</p>  <p>March 8</p>	 <p>March 22</p>
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<p>Family of 4 Tickets to Orlando Science Center</p>  <p>April 5</p>	 <p>Child's Pod Swing Chair Nook Hammock</p> <p>April 19</p>	<p>2 Tickets to Dinosaur World, 2 tickets to Skeletons Museum AND a Family of 4 Tickets to GatorWorld Parks of FL.</p>   <p>April 26</p>
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SCOUT FUN DAY at Andretti! Sell 125 Camp Cards and you ATTEND!!

Every Scout who sells 125 or more camp cards will have the opportunity to attend **FUN DAY** at Andretti Karting and Games in Orlando! **FUN Day** will be held on Saturday, June 1, 2019 from 11:00 am -2:00 pm.

FUN DAY includes:

- ✓ Admission for Scout and (1) Parent/Guardian
- ✓ Pizza and drinks
- ✓ Three-hour Time Play Card of fun and games
- ✓ **ONE** amazing attraction at Andretti!

TOP SELLERS in each district will attend **FUN DAY** at Andretti Karting and Games in Orlando! **FUN DAY** will be held on Saturday, June 1, 2019 beginning at 11:00 am -2:00 pm. **FUN DAY** includes:

- ✓ Special Top Seller Ceremony
- ✓ Admission for Scout and (1) Parent/Guardian
- ✓ Pizza and drinks
- ✓ Three-hour Time Play Card of fun and games
- ✓ **TWO** amazing attractions at Andretti!

FUN DAY at Andretti Indoor Karting and Games is located at 9299 Universal Blvd in Orlando! Additional fees apply for sibling and adult participation.



Our **COUNCIL TOP SELLER** earns **ONE** of the following (your choice):



Xbox One



Nintendo Switch



Ps4 Console

Scout Incentives / Prizes—CAMPS!

All Prize Order forms must be submitted by settlement day, Saturday, April 27, 2019 to ensure on-time delivery. Prize Order forms **will not** be accepted after April 27, 2019. Prize Orders will be placed online and will be posted on our Council Website: campcard.cflscouting.org.

# of Cards to Sell	Prize Option #1 Camps are at Camp La No Che	Prize Option #2 Amazon or Scout Shop Gift Card
25	Cub Halloween Weekend OR Webelos to Scout Transition Weekend (\$24 value)	\$5 gift card
60	Cub Halloween Weekend— ALL Inclusive (weekend meal deal, registration fee, t-shirt) (\$65 value) OR Jubilee Registration and Scout Meals (\$60 value) OR \$50 off Scout Summer Camp	\$20 gift card
100	Cub Scout Day Camp (\$120 value) OR Webelos Day Camp (\$125 value) OR \$100 off Scout Summer Camp	\$40 gift card
125	Cub Resident Camp (\$155 value) OR Scout Winter Camp (\$165 value) OR \$150 off Scout Summer Camp AND attend Andretti FUN DAY on June 1!	\$50 gift card
200	Scout NYLT (\$215 value) OR \$225 off Scout Summer Camp	\$100 gift card
250	Scout Summer Camp (\$320 value)	\$125 gift card

- ✓ The more cards Scouts sell, the closer they get to funding their Pack, Troop or Crew's camp experience!
- ✓ Prizes are not cumulative.
- ✓ Prize Options must equal the total number of cards sold. CFC Scholarships have no cash value **AND** cannot be transferred to another Scout or CFC Camp. Age limit applies depending on Camps. All Camp Scholarships must be redeemed in the year 2019.

Selling Camp Cards

Our goal as Camp Card Chair is to teach Scouts how to sell. Consider employing all three sales methods listed below. Create a plan and train your Scouts in all three methods. This will aid in providing the best results.

1. **Door to Door:** Take your cards for a trip around the neighborhood. Highlight the great discounts!
2. **Show & Sell:** Set up a sales booth and sell Camp Cards on the spot. This can be an effective approach in the right location at the right time, but don't hang your hat on this approach alone. Focus on multiple locations at the same time.
3. **Sell at work:** A great way for parents to help their Scout be successful.

Safety and Courtesy

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

1. Sell with another Scout or with an adult.
2. Never enter anyone's home.
3. Never sell after dark, unless with an adult.
4. Don't carry large amounts of cash.
5. Always walk on the sidewalk and driveway.
6. Be careful of dogs while selling.
7. Say thank you if the prospect buys a card or chooses not to buy a card.



Sales Techniques for Scouts

Don't miss the opportunity to use the Camp Card sale to train Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort and sales will improve. Find a way to make training fun and reward participating Scouts!

We're selling more than just Discount Cards

Ensure your families understand that they are selling character, they are selling a better community, and they are selling the benefits of camp not just selling discount cards. Emphasize that each card sold helps a Scout go to camp. The reason our sale will be successful is that people enjoy supporting our Scouting programs.

Unit Kickoff

The objectives of your Camp Card kick-off are simple:

- ✓ Get Scouts excited about camping!
- ✓ Get parents informed about why their Scout should have a camping experience.

How can you ensure a successful kick-off?

- ✓ Make sure the kick-off is properly promoted through e-mail, face-face and phone.
- ✓ Review the presentation with your unit leader prior to the meeting. Be prepared to talk about camp opportunities.
- ✓ Have snacks, drinks and music. —Keep it short and fun!
- ✓ Distribute at least twenty-five (25) cards to every Scout.

Hard Working Scouts Deserve to Go to Camp

Earning your own way is an important value every Scout should learn!

Summer Camp

Summer Camp is an experience that every Scout should have! Camp La-No-Che has earned a reputation over the past 60 years as a premier Scout camp for Scouts and Scouters to visit to partake in merit badges and activities they're unable to participate in during their normal Troop meetings. A week at Camp La-No-Che is the perfect opportunity to enjoy camping, learn self-reliance, and acquire valuable Scouting skills. As Camp La-No-Che is becoming more popular with Scouts of Florida, popularity is increasing throughout the country and even the world.

National Youth Leadership Training

NYLT is an exciting, action-packed program designed for councils to provide youth members with leadership skills and experience they can use in their home troops and in other situations demanding leadership of self and others. The NYLT course centers around the concepts of what a leader must BE, what he must KNOW, and what he must DO. The key elements are then taught with a clear focus on HOW TO. The skills come alive during the week as the patrol goes on a Quest for the Meaning of Leadership. NYLT is a six-day course. Content is delivered in a troop and patrol outdoor setting with an emphasis on immediate application of learning in a fun environment. Interconnecting concepts and work processes are introduced early, built upon, and aided by the use of memory aids, which allows participants to understand and employ the leadership skills much faster.

Cub Halloween Weekend Family Camping:

This event is designed for Cubs and the entire family to be able to celebrate all that is Halloween! Come to Camp La-No-Che and experience the Great Outdoor Adventure that the Leonard and Marjorie Williams and Family Scout Reservation has to offer. Camping is included in the cost of the weekend and is available Friday and Saturday night. Activities include: Nature Hike, cracker barrel, water slides, swimming, games, archery, bb guns, crafts, campfire, costume parade, haunted house, haunted trail, Halloween party, and trick or treating – remember to bring your costume!

Liger Growl – A GRRREAT Weekend at Camp La-No-Che!

Bring the whole Lion and Tiger family out to enjoy all that camp has to offer! A weekend of fun for all at Camp La-No-Che in the Leonard and Marjorie Williams Family Scout Reservation. Some of the great adventures include Liger Stomp Parade, crafts, archery, Bounce houses, STEM activities, BB's and more!

Cub Scout Resident Camp:

Cub Scout Resident Camp gives Cub Scouts the opportunity to learn what overnight summer camp is all about. Cub Scouts will not only earn their rank advancement requirements, but they'll also have more fun than they could ever imagine! Cub Scout Resident Camp is 4 days long and Cub Scouts will spend the night in the tents Camp La-No-Che provides and they'll eat their meals in the Dining Hall.

Cub Scouts will have the opportunity to experience activities they normally can't do at a day camp or during their weekend campouts. Program will focus on helping Cub Scouts get a jump on their rank advancement for their next rank in the fall!

Webelos to Scout Transition Weekend

Webelos & Arrow of Lights will experience the Scouting Adventure to gain a glimpse of what it will be like to be a Scout. Activities will be led by local Scout troops, giving you a chance to engage and get to know troops from all around the council. Parents will have a special gathering just for them! This meeting will provide information needed for a successful transition from Cub Scouts to Boy Scouts plus information on how you can stay involved at the Scout level.

Activities: Scout methods, displays and information to get Webelos, Arrow of Lights and adults ready for Scouts! Specific activities include: Fire Building, Camping, Cooking, Scout Skills, First Aid and Orienteering plus Dutch Oven Desserts!

Jubilee Information:

Do NOT miss the BIGGEST event in Central Florida for Scouts of all ages: Jubilee '19! Join 5000 of your closest Scouting friends at Osceola Heritage Park December 6 - 8, 2019 for a weekend of unparalleled experiences. In 2017, this event featured 2 concerts, drone racing, military demos, Battle Beach, helicopter landings, live animals, knights in armor, and more. It ended with a fireworks display that rivalled our own Orlando theme parks!

Winter Camp

Camp La-No-Che provides a Winter Camp experience! Winter Camp is a great opportunity for Troops because of the time off from school allowing another Resident Camping experience without taking away from any other year-round programs! The atmosphere and program is also different from any traditional summer camp. This year, we're offering two different Winter Camp experiences: traditional Winter Camp and a Mini Camp.

