

Evangeline Area Council, BSA



2011 Camp Card

Celebrating 101 years of Scouting

Cabela's
WORLD'S FOREMOST OUTFITTER
Hunting • Fishing • Outdoor Gear

\$10.00 OFF
A Purchase of \$50.00 or More.
Not valid with any other coupons.
Limit One Coupon Per Purchase.
Present coupon to Cashier.
Expires: 12/31/2011

CAMP CARD

\$5.00 By purchasing this card you are helping Scouts earn their way to camp.

EVANGELINE AREA COUNCIL BOY SCOUTS OF AMERICA®
2266 S. COLLEGE, SUITE E, LAFAYETTE, LOUISIANA 70508
PH: 337-235-8551 WEB: WWW.EACBSA.ORG
PROUDLY SERVING THE YOUTH OF THE ACADIANA COMMUNITIES

Pizza Hut

FREE
Side order of breakfasts with a purchase of any medium or large pizza
One time use only
Limit One Coupon Per Purchase.
Present coupon to Cashier.
Expires: 6/30/2011

Stine
EVERYTHING FOR YOUR HOME & YARD

\$10.00 OFF
Your Next Purchase of \$100.00 or More.
Limit One Coupon Per Purchase.
Present coupon to Cashier.
Expires: 6/30/2011
Local Louisiana Owned Business.

Stine

\$10.00 OFF
Purchase of \$100.00 or More.
One time use Only.
Limited to one time use and cannot be used in conjunction with other promotions.
Coupon is good only at Broussard, Abbeville, and Crowley locations.
Limited to one card per household and cannot be used on previous sales, purchase of services or any gift cards.
Valid only from 2/1/11-6/30/11.
All rights reserved.

Pizza Hut

FREE
Side order of breakfasts with a purchase of any medium or large pizza
One time use only.
Present to cashier.
Expires 6/30/11

\$5.00 Use This Card Again & Again! All Below Offers Expire 12/31/11.

STYLE AMERICA
20% OFF SERVICE & RETAIL
www.styleamerica.com
No double discounts. NI400

Chabill's
TIRE TRAX
\$5.00 OFF any service
Cannot be combined with any other offer

Waffle House
Buy One Waffle Get A Waffle FREE!
Not Valid With Any Other Coupon Or Offer, Limit One Per Coupon Per Visit.

Free 20 oz. Fountain Drink with the purchase of 8 gallons or more of gas.
Not Valid With Any Other Coupon Or Offer, Limit One Per Coupon Per Visit.

SONIC
America's Drive-In.
FREE SONIC BURGER
With the Purchase of another Sonic Burger at Regular Price
Single patty burgers - add-ons cost extra
Limit one per order. Not good with any other offer. Valid at participating locations

\$1.00 OFF any Size Smoothie
Valid at participating Stores Only. Not Valid with any other offer.
Limit one discount per day.

SMOOTHIE KING

Good for Free Spectator Admissions to the Evangeline Area Council Dodgeball Tournament 6/18/11 at the Lafayette Cajundome.

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A Scout is Thrifty.... He earns his own way to Summer Camp!

Evangeline Area Council is pleased to announce its 2011 "Camp Card". This initiative is designed to help Scouts earn their way to a summer/day camp program. Units participating in this program will **earn up to 50% commission** (\$2.50) on each \$5 Camp Card they sell (see commission schedule). The cards will be distributed at Roundtables but will be available as early as March 2, 2011 for pick up at the Knight Scout Service Center. The sale will end on June 3, 2011 giving units 3 months to sell!

This program is **RISK FREE**, simply return any unsold cards.

The value of selling Camp Cards:

Resident Camp - \$60 = 24 cards

Day Camp - \$80 = 32 cards

Summer Camp - \$165 = 66 cards

National Jamboree - \$2,000 = 800 cards

New Uniform - \$80 = 32 cards

New Tent - \$150 = 60 cards

Troop Trailer - \$5,000 = 2,000 cards

(40 Scouts each selling 50 cards)



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PROUDLY SERVING THE YOUTH OF THE ACADIANA COMMUNITIES

TIGER ISLAND

\$10.00 OFF
Your Next Purchase of \$100.00 or More.
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Expires: 6/30/11

CANNATA'S

\$5.00 OFF
Your purchase of \$50.00 or more.
One Time Use Only
Present to Cashier
Expires: 12/31/2011

CANNATA'S

Limit one deal per customer.
Limit one coupon per customer with this coupon.
Excluding all tobacco, lottery items, money orders, postage stamps and alcoholic beverages.
Effective in St. Mary and Terrebonne Parishes.
Coupon Valid From 02/01/2011 to 06/30/2011
One Time Use Only.
Present to Cashier.

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Free 20 oz. Fountain Drink with the purchase of 8 gallons or more of gas.
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Waffle House
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Chabill's
TIRE TRACK
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America's Drive-In.
FREE SONIC BURGER
With the Purchase of another Sonic Burger at Regular Price
Single patty burgers - add-ons cost extra
Limit one per order. Not good with any other offer. Valid at participating locations.

SKIPPER'S
Established 1973
\$5.00 OFF YOUR NEXT PURCHASE OF \$50.00 or MORE.
Limit one per order. Not good with any other offer. Valid at participating locations.

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Camp Card Timeline

IMMEDIATELY

March 2 - March 11, 2011

June 3, 2011 (FRIDAY)

Register to Sell Camp Cards.

Camp Card Kick Off & Distribution

End of Sale

ALL ACCOUNTS NEED TO BE CLOSED

Units closing out AFTER June 3, 2011 will earn 40% on their entire Camp Card account!



June 6, 2011 (MONDAY) **Grand Prize Drawing** – "Top District Salesman Prize"

Commission Schedule and Recognition Program



Units will receive **50%** commission for all Camp Cards sold **IF** their accounts are **closed out by June 3, 2011.**



The Council will provide units with a patch for every Scout that sells 25 Camp Cards. Units can pick up the patches from the Knight Scout Service Center or their District Executive when they turn in money for the Camp Cards sold to date.

40%

Units closing out **AFTER** June 3, 2011 will earn 40% on their entire Camp Card commissions.

TOP DISTRICT SALESMAN AWARD



The **TOP SALESMAN** in each District will receive a new Ipad! At the closing of each unit's camp card account, the leader will need to provide their top salesman's information. Each unit top salesman must sell a minimum of 200 camp cards to be eligible.

iPad



Families receive 400% or more return on investment!
If a family buys 10 cards for \$50 and uses a card each week between March 2, 2011 and June 30th, 2011, they will receive more than **100%** of their investment back.

AND

**In addition to the family receiving all of their money back.....
Their son will earn \$ 25⁰⁰**

2011 Reservation Form

Reservation forms will be filled on a first come, first serve basis. There is a limited amount available for sale! **SIGN UP YOUR UNIT TODAY!!!**

Camp Cards will be available on March 2, 2011 for pickup at the Knight Scout Service Center and also distributed at the March Roundtables.

RESERVE YOUR CARDS BY SUBMITTING THIS FORM OR LOG-ON TO: eachsa.org



☐ **YES! Our unit wants to participate in the Camp Card Sale!**

**Earn
BIG
MONEY!**

Unit Information :

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

Unit Camp Card Contact _____ Phone: _____

Unit #: _____ District: _____

Of Active Scouts: _____ Our Gross Sale Goal is: \$ _____

How many cards would your unit like to order? _____

Unit Information :

Name: _____

Address: _____

City: _____ Zip: _____

Home Number: _____ Work Number: _____

E-Mail Address: _____

**Register online:
www.eachsa.org**

Please return to: Evangeline Area Council, BSA, 2266 South College, Lafayette, LA 70508 or FAX (337) 235-8556. If you have any questions, please contact your District Executive, or Chavanne Stine at (337) 235-8551.

The Camp Card program is an approved Unit Money Earning Activity sponsored by the Evangeline Area Council. Scouts are authorized and encouraged to wear their Class "A" Uniform for all local council sponsored money earning activities. Please refer to the Unit Money Earning Application (#34427B) for requirements and guidelines for all other unit money earning activities.

To obtain a Certificate of Liability Insurance for your sales location(s), please call Melanie LeBlanc at (337) 235-8551. You will need the name and address of the business location to be additionally insured.



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Sales Strategy

- **Set a Unit or sales goal!** Parents will support a fundraiser if there is a clear concise goal and reason (ie. Summer Camp, Day Camp, Equipment, Trailer, Pinewood Derby Track, etc.). Best methods show that a unit should establish a Unit goal and then develop a per Scout expectation. Think in terms of 32 Camp Cards (Cub Scout Day Camp) or 66 Camp Cards (Boy Scout Summer Camp), minimum.
 - **Start with your families!** Each family should be encouraged to purchase 10 cards (\$50). They can use a card each week and will receive 400% of their return on investment.....AND their son will earn **\$25 for camp!**
 - Mom and Dad should easily be able to sell 10 cards each at work.....**Another \$50 for their son!**
 - **Scouts** should easily be able to sell 10 cards to neighbors....**Another \$25!**
 - Scouts should coordinate sales times in front of high traffic areas (stores, banks, churches, etc.... **Another \$50 for the Scout!**

TOTAL possible commission for the scout (from mentioned above).....\$150!

- Encourage every Scout to earn the **“25 Club”** patch.
- Units should consider and are encouraged to develop their own **Prize Program**. Youth like prizes and recognition! (Pizza Party, ipod shuffle, etc.)
- **Conduct an ENTHUSIASTIC Kickoff!** A Boring and Dreary sales pitch to the Scouts and Families will result in Boring and Dreary commissions! Dream BIG! Small Dreams have no magic!
- Be VERY clear with parents as to **what the money earned will be used for**. Especially important if it is to be used for anything other than camp!!!
- **Create a sense of urgency!** People react to deadlines. “We would like to have our campaign wrapped up by next week.” If given 3 months to sell, families will take 3 months to sell, and sell everything the last week anyway.
- **Turn money in early!** Evangeline Area Council will provide additional Camp Cards to units turning in money. The amount of additional Camp Cards that will be given will not exceed the number of cards the unit turned money in for.
- **Control your inventory!** You will also want the flexibility to provide additional cards to Scouts who are selling their Camp Cards quickly. Trying to collect unsold cards from Scouts in an effort to redistribute them is very time consuming.

good luck!