

How do I start my sale?

Begin with immediate family members:

- Parents
- Brothers and Sisters
- Cousins
- Grandparents
- Aunts and Uncles
- Close Neighbors, etc...

You can start as soon as you receive your Camp Cards...then canvas your neighborhood, friends, etc...think of those who want to support your unit's Camp Card sale. And remember, tell everyone about your unit's (pack or troop) program and why you are selling Camp Cards...the majority of the people are never asked to buy, and they will, if they know why you are selling.

Safety and Selling Tips

Share a personal testimony of a Summer Camp Adventure, planning an Eagle Scout Leadership project, earning their first merit badge, white-water rafting, experiencing the first ever Jamboree at the Summit Bechtel Scout Reservation, or just a few things that will make the buyer feel good about buying a discount card...or two. What will you do with your Camp Card money? Let your customers know your plans!

A Scout is safe. When conducting your sale, it is vital to ensure proper safety measures. Below are some Camp Card general safety and sales tips.

- When selling Camp Cards in your neighborhood always have an adult or buddy with you.
- ALWAYS wear your uniform.
- NEVER enter a stranger's house and keep checks and cash in an envelope with your name on it.
- ALWAYS walk on the sidewalk and driveway. NOT through the yard. Watch for traffic and never sell at night.
- Not every house will buy so do not become discouraged. The more people you ask - the more people will buy. Always say thank you.
- Put Camp Card sales articles in your school, church, and community bulletins/newsletters.
- ALWAYS act like a Scout. Be polite and courteous. Wear a smile and introduce yourself.
- Most importantly, when you are selling Camp Cards, tell the people what the money is for.

**Emphasize
OVER \$100
in Value on
the Card!**

**USE THE OTHER SIDE
OF THIS FLYER.**

**POINT OUT THE
REUSABLE OFFERS
ON THE BACK OF THE
CARD!**



Great Places to Sell

- County/Community
- Festivals
- Local Stores
- Parent's Workplace
- Church/Chartered
- Organization Functions
- Banks
- Gas Stations
- Sporting games
- Grocery stores