

# 2023 Camp Card Guidebook



## WHAT'S INSIDE:

- ◆ HOW TO SELL
- ◆ TIPS/ TRICKS
- ◆ PRIZE INFORMATION
- ◆ KEY DATES/ DEADLINES

## Youth Earn Their Way

The Camp Card is an opportunity for youth to support their program adventures.

The sale runs from **March to June 15th**

Youth earn 50% commission each \$5 card sold, and may earn prizes for the amount of cards sold between **March and June 15th**

Unsold cards in new condition may be returned by **June 15th**. Units must pay the 50% owed by **June 15th** for all cards sold.

# How to Sell

Cards may be ordered at [bsa-la.org/productsales](http://bsa-la.org/productsales).

There are three main methods of sales:

- Door to door: bring your cards and sell to the neighborhood
- Show & Sell: obtain permission from the local store and set up a booth outside, selling to passing customers
- Personal networks: ask friends & relatives in person and via social media

## Tips & Tricks

People are busy– you may only have 10 seconds to get their attention and make your sale!

- Wear your uniform, smile, and use eye contact
- Have your cards in your hand ready to sell, and ask them to buy more than one
- Have change on hand for larger bills
- Always follow safety guidelines and respect boundaries set by store management and customers

Remember, you're not selling cards, you are selling the opportunity for the customer to support your adventures!



# Prizes

In addition to the 50% commission, every participating youth is eligible for prizes for cards sold from March—June 15. Youth may receive one prize from the list below. Prizes do not accrue and are not transferrable.

Prize ordering is online at [bsa-la.org/productsales](http://bsa-la.org/productsales)

Prize Level	Reward
100 cards	\$25 Doubleknot gift card
200 cards	\$50 Doubleknot gift card
300 cards	\$75 Doubleknot gift card
500 cards	\$125 Doubleknot gift card
1000 cards	\$250 Doubleknot gift card

Need support? Contact your district staff member ([bsa-la.org/staff](http://bsa-la.org/staff))