



2026 Camp Card Leader's Guide

Why Camp Cards?

Camp Cards are a valuable tool for your scouts to use as they work to earn their way to the most exciting adventures scouting has to offer! Camp Cards are an excellent fundraiser for units to participate in, since there is no cost to units. Each Card is sold for \$5, which is significantly cheaper than other fundraising opportunities. Scouts can use these funds in anyway your unit deems appropriate, but many prefer to use the sale to offset the capstone events of the scouting year, Summer Camps.

New for 2026

We are excited to partner with several businesses that are either returning to this year's Camp Card, or are first-time partners with us. All six of the Camp Cards have new offers from locally owned businesses within the geographic area that the Card represents.

The Value of selling camp cards:

Cub Family Weekends	\$35=7 cards sold
Webelos Woods	\$60=12 cards sold
Cub Day Camps	\$125=25 cards sold
NYLT	\$300=60 cards sold
Camp Old Indian Summer Camp	\$400=80 cards sold

Based on one scout selling and earning 50% commission.

2026 Commissions:

<u># of cards sold</u>	<u>\$ commission</u>
0-299	\$2.00 per card
300-999	\$2.50 per card
1000+	\$3.00 per card

All commission are based on actual number of cards sold on or before Friday May 8th, 2026. All unsold cards (as well as the money collected from the Camp Card sale) must be turned in by May 8th, 2026. Money and cards must be fully accounted for in order to receive the full commission earned. Settling your account late will result in reductions to unit commissions.

Later in this guide you will find a sample “Tracker” for tracking each Scouts sales. We encourage units to use this tool to assist in tracking Scouts sales, to ensure they are given their proper commission at the end of the sale. Fund distribution is the decision and responsibility of the Unit Committee, the Blue Ridge Council highly encourages units to use this fundraiser in the manner described to assist Scouts in paying for Scout activities throughout the year, including Summer Camp.

Council Drawings

The Blue Ridge Council will further help incentivize your scouts by hosting a weekly “I Sold 20” drawing as well as a overall drawing.

“I Sold 20”

Starting March 24th and going through the end of the sale the BRC will hold a weekly drawing for scouts who have sold 20 or more cards. Entries should be made for each 20 cards sold and on Tuesdays the Council Camp Card Staff Advisor will host a Facebook live for the drawing. Prizes will be announced the week prior, Entries are due no later than Sundays at 11:59PM to be eligible.

Overall Drawing

Scouts who sell 100 cards or more are eligible for the Grand Prize Drawing! Scouts who sell more than 100 may be entered once for each 100 cards sold. After the final week of “ I sold 20” drawings the Council Camp Card Staff Advisor will host a Facebook Live for the Overall Drawing. Entries Must be in no later than May 8th, 2026 to be eligible. Prizes to be announced.

2026 Camp Card Timeline

February Camp Card Sale officially begins!

March 26th Halfway point of the sale

May 1st Sale officially ends!

Final day to settle accounts for Full Commission

May 15th Grand Prize Drawing, Commission reduced 10% for un-settle accounts

May 22nd Commission reduced a further 10% (20% total reduction)

May 29th Commission reduced a further 10% (30% total reduction)

Units may settle their accounts anytime prior to the final deadline _

3.5% fee for Credit Card Payments, no fees for payments in cash or by Check

Unit Kickoffs - How to energize your sale!

Your Camp Card Kickoff has two very important goals:

- Getting your Scouts excited about camping and how they can earn their way to their next adventure
- Informing parents/guardians about why their Scout should have a camp experience and how the camp card sale helps them pay their way

How to ensure a successful kickoff

- Recruit a volunteer or leader to serve as a Camp Card Champion
- Promote the kickoff thoroughly via many forms of communication
- Plan and review the kickoff with your leaders prior to the kickoff
- Finalize all incentives selling plans and the use of the funds prior to the kickoff
- Have snack, drinks, music anything to make it fun!
- Make sure every scout gets at least 10 cards
- Set Unit and Scout goals
- Have a unit incentive(s) for your sale
- Keep it brief but informative and most importantly FUN!

Camp Card Agenda

We hope this sample agenda helps you plan your kickoff, remember to tailor it to your unit, a pack and a troop should have a slightly different kickoff.

1. Grand opening with music, cheers and excitement
2. Promote the camping opportunities within your unit and the council
3. Review the unit sales goal and explain the key dates
4. Train your Scouts and leaders on how to sell the camp cards; “dos and don’ts”
5. Prizes! Review the unit and council prizes
6. Finish with a challenge to your Scouts and send everyone home excited!
7. Thank your unit and reinforce the Challenge and benefits

Camp Card Champion

We highly encourage each unit to have a Camp Card Champion who helps drive the sale, What does a unit champion do?

- Attend the district Camp Card Kickoff to pick up the unit’s camp cards
- Kickoff your units sale with excitement, encouraging each Scout to sell at least 10 cards
- Communicate the purpose and benefits of the camp card sale to Scouts and parents
- Distribute and track your units camp cards
- Provide the timeline of the sale (and reminders)
- Coach your Scouts throughout the sale
- Collect money and distribute additional cards as needed
- Turn all money and unsold cards into the council office or your District Executive before the final due date

How to sell the Cards

The Camp Card Sale is a great opportunity for Scouts to train in Public Speaking, Salesmanship and Entrepreneurship.

- Have your scouts roleplay and practice during the kickoff
- Make sure the Training is fun and recognize those who do well

Make sure to follow these best practices:

- Wear your uniform
- Smile and introduce yourself and your unit: “Good Morning I’m ___ from Pack ___”
- Explain what you are doing: “I’m raising money to help pay my way to Summer Camp this year”
- Tell them how they can help: “selling camp cards allows me to raise money to go to camp and provide a service to my community”
- Point out valuable discounts and/or your favorites “the online discounts are a great deal! My favorite discount is ___”
- Close the sale and make sure to thank them for supporting Scouting
- Family members, family friends and neighbors are a great way to jump start your sale
- Sell door to door
- Set up a store front sale for your unit: sales booths at storefronts can be a huge opportunity for your unit. Make sure you have the permission of the store in advance! Some businesses, such as Dick’s sporting goods, may prohibit store front sales and showing up without permission can harm Scouting's relationships with our community partners
- Ask parents/guardians to sell at work or visit yourself to sell to their coworkers. If visiting make sure you have permission to do so first

Safety and Courtesy

Make sure to keep these things in mind

- Always have a buddy to sell with or sell with a parent or guardian
- Never enter someone’s home
- Avoid selling after dark and carrying large amounts of cash
- Always walk on sidewalks or drive ways, stay off the grass
- Say thank you no matter if they buy cards or not

We are selling Scouting not just Camp Cards

Ensure that your families understand that this sale is about more than just the offers on the card. This sale is selling character, a better community, the future of our youth and all the benefits of Scouting! Emphasize that every card sold helps a Scout along their Scouting Journey. Every sale is due just as much to a person's desire to support Scouting as it is to the value of the cards!

Policies and procedures

Unit Card orders and distribution:

The council will place an order based on the amount that was committed to by the units with a small overage to cover any discrepancies that may arise. Units should plan to pickup their order from their February Roundtables or, if unable to attend, should make arrangements with their District Executive. Supplies are limited and we will only reorder if confirmed sales across the council justify the cost of a reorder. Units that sell out of cards should reach out to their District Executive to Check availability.

Units Will not be allowed to Check out more cards until their initial order is settled in full.

A note about returning cards:

Units may return complete camp cards (except those who choose to sell 1,000 for the max commission) even if the card has broken, as long as the tabs are present as well. If a unit is returning a large number of broken cards due to mishandling this may be a consideration, Use caution when handling and transporting cards. Units are responsible for all unreturned cards due to any circumstances and will be charged the appropriate commission. Cards should be treated as if it is cash.

Contacts:

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BRC Camp Card Staff Advisor

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2026 CAMP CARD COMMITMENT

PACK TROOP CREW POST SHIP

DATE _____ DISTRICT _____ UNIT# _____

Of Active Youth: _____ Our Gross Sale Goal is:_(# of Cards) \$ _____(Total Dollars)

Date of Unit Kickoff: _____ Time: _____

Location _____

Number of Each Card Type

Greenville _____

Abbeville/Greenwood _____

Pickens _____

Oconee _____

Anderson _____

Laurens/Newberry _____

Unit Camp Card Primary Contact information:

Name: _____ Position in Unit: _____

Address: _____

City: _____ State: _____ Zip: _____

