



# 2025 CAMP CARDS



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## Unit Leaders Guidebook

A guide for managing your unit's camp card sale  
Las Vegas Area Council

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# CONTACT LIST

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Gerri Schroder
- Vice President**  
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Maureen Schafer

## 2025 CAMP CARD STOREFRONT SALES

March 13—May 23, 2025

To whom it may concern:

I am writing on behalf of (unit) \_\_\_\_\_ who is asking permission to sell Camp Cards in front of your store. They would like to reserve the following date and time for this fundraising initiative: \_\_\_\_\_.

The Las Vegas Area Council fully endorses this unit’s efforts to sell Camp Cards, with sales scheduled from March 13 to May 23, 2025. We appreciate your consideration in allowing them to conduct sales at your location, as funds raised will enable Scouts to participate in various camping adventures offered through the Scouting program.

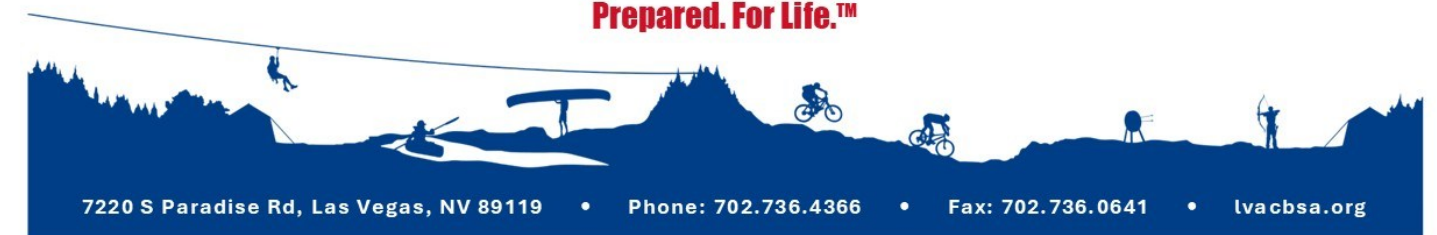
If you have any questions or need further information, please don’t hesitate to reach out to me at the contact information provided below. Thank you for your support.

Sincerely,

*Traci Raber*

Traci Raber  
Camp Card Staff Advisor  
Las Vegas Area Council  
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**Prepared. For Life.™**



# STORE FRONT GUIDELINES

In compliance with the policies of our sponsors:

**NO STORE FRONT SALES ARE PERMITTED  
IN FRONT OF ANY VENDOR ON THE CAMP CARD**

## 2025 CODE OF CONDUCT

Scouts may sell individually only if accompanied by a parent or legal guardian. All Scouts participating in booth sales or neighborhood canvassing must wear their field uniform.

Scouts and adult volunteers must refrain from panhandling, meaning they should not directly solicit donations. Instead, they should focus on selling Camp Cards.

When working at a booth, there should be no more than four Scouts at any entrance at a time. Booths should be set up in areas designated by the store manager, and Scouts must avoid crowding or ambushing customers as they exit the store. Scouts should remain within 8 to 10 feet of the door or in a location specified by the store manager.

If two units arrive at the same store to sell Camp Cards, adult volunteers should resolve the situation amicably without involving the store manager, ensuring that only one unit operates per storefront at a time.

All Scouts and adult volunteers are expected to use clean and respectful language; profanity, insults, or verbal taunting are not acceptable. Scouts should also conduct themselves in a friendly manner. Any behavior such as punching, "play fighting," throwing objects, choking, or any attempt to cause physical harm is prohibited.

Sales of Camp Cards are not allowed in front of any vendors listed on the card, and Scouts and units may not sell other products such as candy bars, meat sticks, popcorn, etc., at Camp Card storefronts.

Additionally, Scouts and adult volunteers must adhere to store rules while selling at a storefront or on business property, along with the guidelines outlined in this document.

# 2025—2026 CAMPING OPPORTUNITIES

## CUB SCOUTS

Weekly starting May 26, 2025 - July 21, 2025 ..... Base Camp STEM Day Camps

June 9-12, 2025..... Cub Scout Day Camp-Southeast

June 23-27, 2025..... Cub Scout Day Camp-Northwest

June 25-27, 2025..... Cub Scout Day Camp—River Mountain

October 17-19, 2025..... Scout Expo

## SCOUTS BSA/VENTURERS

October 17-19, 2025..... Scout Expo

### OUR PARTNER CAMPS

Camp Whitsett ..... Western Los Angeles County Council  
<https://www.campwhitsett.org/>

Camp Emerson..... California Inland Empire Council  
<http://www.ciecbsa.org/>

Camp Bighorn ..... Greater L.A. Area Council  
<https://www.camphuberteaton.org/>


Camp Oljato ..... Pacific Skyline Council  
<https://www.pacsky.org/>

Camp Chawanakee ..... Sequoia Council  
<https://www.seqbsa.org/camp-chawanakee/>

July 22-31, 2026..... National Jamboree  
<https://jamboree.scouting.org/>

**More information on all these programs can be found at  
[scoutinglvac.org/camping](https://scoutinglvac.org/camping)**

# KEY DATES

<b>November—March</b>	Unit sales sign-up begins	
<b>March 13, 2025 6:00 PM</b>	Camp Card kickoff and camp card distribution Camp Card sale begins	
<b>March 20, 2025</b>	Additional cards will be available—units must pay 50% = \$5 of the retail value of the card to the Las Vegas Area Council for cards already received prior to receiving additional cards	
<b>April 15, 2025</b>	<b>Mid Sale Check Point</b> Mid sale report due for all Scouts who have sold more than 75 camp cards by April 15, 2025.	
<b>May 2, 2025</b>	<b>Las Vegas Aviator Game!</b>	
<b>May 16, 2025</b>	Camp Card invoices emailed to Camp Card Master	
<b>May 23, 2025 4:00 PM</b>	<b>LAST DAY to turn in CAMP CARDS and money</b> to receive full 50% commission. <ul style="list-style-type: none"> <li>• Items due to Council: Camp Card Master Tracking Sheet, 150 Club forms, money and unsold cards.</li> <li>• Units will be invoiced for all cards not returned by May 23, 2025.</li> </ul>	

**WE'RE SELLING SCOUTING NOT JUST CAMP CARDS**

# CAMP CARD MASTER

## CAMP CARD MASTER

To give leadership to the camp card sale to ensure that Scouts can earn their way to summer camp & beyond!

- Follow 2025 Camp Card dates and schedule for unit leaders.
- Attend the Camp Card training on **March 13, 2025, 6:00 PM at the Scouting Resource Center, 7220 S. Paradise Rd., Las Vegas, NV 89119.** (Materials and camp cards will be distributed)
- Establish a system for checking out/in camp cards to your Scouts that are selling.
- Hold a unit Camp Card kick-off to communicate the purpose and timeline of the sale to Scouts and parents. Discuss goals, sales techniques, money collection, safety suggestions, and key dates.
- Check-In with your Scouts throughout the sale. Redistribute Camp Cards if needed.
- Manage the collection of prize orders for your unit. Be on time per “Key Dates” calendar including the mid-sale incentive members.
- Collect and tally money and unsold camp cards by unit due date—be prepared to make any outstanding balance payments, return all unsold cards, and sale paperwork to the Council by **May 23, 2025 4:00 PM.**

# 2025 COUNCIL INCENTIVES

## 75 CLUB

All Scouts who sell a minimum of 75 Camp Cards by April 15, 2025, will be rewarded with two (2) tickets to attend the exciting Scout Night with the Las Vegas Aviators on May 2, 2025, when they face off against the Tacoma Rainiers! This special event not only provides a chance for Scouts to enjoy a thrilling baseball game but also a wonderful opportunity to celebrate their hard work and dedication funding their own way!

Encourage your Scouts to rally their friends and family to support their efforts, as every sale brings them closer to this fun night out! Ticket details and additional event information will be provided upon reaching the sales goal, so let's get out there and sell those Camp Cards!



## 150 CLUB

Scouts selling 150 CAMP CARDS or more by May 23, 2025, will become members of the 150 CLUB. Each individual Scout who sells 150 Camp Cards may choose one (1) of the following packages:

- Registration for one (1) Scout at any 2025 Las Vegas Area Council District Day Camp.
- Annual family membership to the Las Vegas Natural History Museum.
- Annual family membership to the Discovery Children's Museum.
- \$50 Gift Card to the Las Vegas Area Council Scout Shop.



[scoutinglvac.org/cub-scout-day-camp/](http://scoutinglvac.org/cub-scout-day-camp/)



# FUND SUMMER CAMP & BEYOND

As the Camp Card Master, your responsibility is to mentor your Scouts in effective selling techniques. To do this, your team should implement all three sales strategies outlined below. Create a training plan for your Scouts that covers each method, as this will maximize success for your unit.

## Door to Door

Take your cards on a tour of the neighborhood and showcase the fantastic coupons that your neighbors can use to save money!

## Show & Sell

Establish a sales booth to sell Camp Cards directly at a local retailer. This can be a highly effective strategy when executed in the right location and at the right time; however, it's important not to rely solely on this method. Please note that you are unable to sell Camp Cards in front of businesses listed on the card.

## Sell at Work

A fantastic way for parents to support their Scout is by taking Camp Cards to work. This approach allows parents to share the fundraising initiative with their colleagues, expanding the potential customer base. By discussing the benefits of the Camp Cards and highlighting the great deals they offer, parents can generate interest among coworkers.

## Sales Techniques for Scouts

Take advantage of the Camp Card sale as an opportunity to train your Scouts in public speaking, sales techniques, and customer service! Both Scouts and parents will value the effort, and you'll likely see an improvement in sales as a result.

### Have your Scouts practice these simple steps:

- Wear their uniform.
- Smile and introduce themselves using just their first name.
- Tell them where you are from (unit within Scouting).
- Explain what you're doing (earning money for summer camp, high adventure trip, National Jamboree, and much more).
- Encourage them to help by saving money with the camp card.
- Make the sale and thank the customer—even if they don't buy.

Be sure to review these safety tips with your Scouts and parents to ensure a secure and respectful experience. Always adhere to youth protection guidelines.

1. Sell with another Scout or a parent/legal guardian.
2. Never enter anyone's home.
3. Do not sell after dark unless accompanied by a parent/legal guardian.
4. Avoid carrying large amounts of cash.
5. Always walk on sidewalks and driveways.
6. Be cautious of dogs while selling.
7. Always express gratitude, regardless of whether the prospect makes a purchase.

# CAMP CARD PARTNERS

## CARD FRONT



## CARD BACK



## RIVER MOUNTAIN DISTRICT CAMP CARD

The River Mountain District camp card includes: Arby's, Cold Stone Creamery, Jack in the Box, and Scooters.

The CAMP CARD sale is designed to help Scouts earn their way to camp and help the unit purchase items to ensure a positive Scouting experience. Units will earn a **50% commission** on each \$10.00 Camp Card sold.

**The CAMP CARD sale is a RISK FREE fundraising opportunity for your unit and your Scouts!**

**We are very appreciative of our camp partners:**

- Big 5 \*
- Cowabunga Vegas \*
- El Pollo Loco \*
- GreenValley Grocery
- Las Vegas Mini Grand Prix \*
- New York New York \*
- Port of Subs
- Rally's
- Smashburger \*
- Smith's \*
- Sports Clips
- Ted Wiens

### New in 2025

- Chuck E Cheese \*
- Dave & Buster's \*
- Great Clips \*
- Krispy Kreme Doughnuts
- Valhalla E-Sport \*

\* Included on River Mountain Camp Card

# 2025 CAMP CARD COMMISSION

## COMMISSION

The commission for the 2025 CAMP CARD is \$5.00 (50%) if all money, unsold camp cards, and sales paperwork are submitted to the Scout Office on or before 4:00 PM, May 23, 2025.

### Commission Schedule:

- May 23, 2025: \$5.00 (50% Commission)
- May 30, 2025: \$3.50 (35% Commission)
- June 6, 2025: \$2.50 (25% Commission)

When Scouts sell a camp card for \$10.00, the unit will retain their commission according to the schedule above and remit the remaining balance to the Las Vegas Area Council. Payments should be made by check or money order; cash is not recommended.

# ORDERS & RETURNS

## ORDERS & REDISTRIBUTION

The Council places an order based on the requests from units, along with a few extra cards. Additional cards can be obtained from the Scouting Resource Center, but supplies are limited. Units that complete their sales and have leftover cards should return unsold cards as soon as possible. These cards will be redistributed to other units that wish to sell more. All unreturned cards must be paid for at settlement, which is due on or before May 23, 2025. **It is recommended that units order 20 cards for every active Scout or 20% more than what they sold last year.**

Units are responsible for any unreturned cards (lost, misplaced, damaged, etc.) and will be charged \$5.00 for any lost or misplaced cards. It is important for Scouts and parents to treat each card as if it were a \$10 bill.

Units that wish to check out additional cards may do so based on availability, however, they will need to pay \$5.00 (50%) per card for all cards already received before they can obtain more cards.

## RETURN POLICY

Camp cards can be returned without penalty at any time before May 23, 2025. The Scouting Resource Center is open Monday to Friday from 9:00 a.m. to 5:00 p.m. Cards must be in new condition, including snap-off tabs. No returns will be accepted after May 23, 2025.

**Units are responsible for all camp cards not returned by May 23, 2025, at 4:00 PM, and will be billed accordingly.**

# UNIT TIPS FOR SUCCESS

## GOAL SETTING

Set a per Scout goal to achieve the overall unit objective. Make sure to communicate to families how the funds will be utilized. While not mandatory, the aim of the camp card fundraiser is to help all Scouts finance their summer camp experience.

Schedule sales dates and times at prominent locations such as banks, restaurants, and grocery stores. Remember, customers are ultimately investing in a Scout, not just the items on the card. During your unit meeting, generate excitement by introducing the CAMP CARD fundraiser! Highlight the thrilling experiences Scouts can have at camp and emphasize why it's important for parents to recognize the benefits of their Scouts attending. Share your enthusiasm for selling CAMP CARDS, as Scouts will earn a fantastic 50% commission!

## HOW CAN YOU ENSURE A SUCCESSFUL KICK-OFF

- Promote the Kick-Off effectively.
- Review the presentation with your leaders before the meeting and plan each selling opportunity.
- Be ready to discuss day camp and other camping opportunities.
- Clarify sales goals and family expectations.
- Keep the meeting concise while maintaining high enthusiasm.
- Consider adding unit incentives.

## CAMP CARD KICK-OFF AGENDA

- **Grand Opening:** Start with music, cheers, and excitement.
- Review camping opportunities.
- Discuss sales and camp attendance goals, highlighting key dates.
- Train your Scouts through role-playing sales do's and don'ts.
- Review mid-sales checkpoint and the 150 Club, promoting unit incentives.
- **BIG FINISH:** Challenge your Scouts and ensure everyone leaves with at least 20 camp cards, motivated to sell!

## MID SALES CHECK POINT - APRIL 15, 2025

Scouts who sell 75 cards or more by April 15, 2025, will earn TWO (2) ticket to the Las Vegas Aviators Baseball game on May 2, 2025. Units are required to submit the mid-sales report form for qualifying Scouts by April 15, 2025. Ticket distribution details TBD.

## 150 CLUB

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