

2026

ADVENTURE

CARDS



UNIT LEADERS GUIDEBOOK

A GUIDE FOR MANAGING YOUR UNIT'S ADVENTURE CARD SALE

Las Vegas Area Council

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**ALL PAYMENTS ARE TO BE MADE IN THE
LAS VEGAS AREA COUNCIL TRADING POST (NOT THE SCOUT SHOP)**

PROGRAM OVERVIEW

The **Adventure Card Program** is a key fundraising initiative designed to help Scouts and Units fund their scouting experiences while providing valuable discounts to the community.

COST: \$10 per card

IMPACT: \$5 goes directly to fuel scouting adventures—From summer camps to leadership training.

CHARACTER THROUGH ADVENTURE: Every card sold helps Scouts grow through outdoor experiences and leadership opportunities.

COMMUNITY CONNECTION: Partnering with local businesses strengthens ties and promotes scouting values.

WHY ADVENTURE CARDS?

We've rebranded the program to emphasize that every adventure fuels character development. When families and businesses support this program, they're not just buying savings—They're investing in youth who are learning leadership, responsibility, and service.

KEY DATES

FEBRUARY 2026:	Unit Sign-up Begins
MARCH 12, 2026 - 6:00 PM:	Adventure Card Kickoff & Distribution
MARCH 19, 2026:	Additional cards available (units must pay 50% of retail value for previously received cards before receiving more.)
APRIL 15, 2026:	Mid-Sale Checkpoint (Submit report for Scouts who have sold more than 75 Adventure cards by April 15, 2026.)
MAY 1, 2026:	Council Adventure Card Celebration Event
MAY 22, 2026 - 4:00 PM:	Last day to turn in cards and money for full 50% commission

COUNCIL ROLES & RESPONSIBILITIES

COUNCIL STAFF: ADVENTURE HQ CREW

ROLE: Provide resources and support for the journey.

COUNCIL ADVENTURE CARD CHAIR

PURPOSE: Provide overall leadership for the Adventure Card campaign at the council level.

RESPONSIBILITIES:

- Develop and execute the council-wide campaign strategy.
- Coordinate vendor partnerships and card design.
- Train district chairs and campaign directors.
- Keep district chairs and campaign directors engaged in the sale.
- Monitor progress and report to the council executive board.
- Lead recognition efforts for top-performing districts and units.

COUNCIL CAMPAIGN DIRECTOR

PURPOSE: Manage day-to-day operations of the campaign.

RESPONSIBILITIES:

- Oversee card distribution and inventory management.
- Maintain accurate financial records and reporting.
- Support district directors with training and troubleshooting.
- Ensure compliance with deadlines and commission policies.
- Organize council-level incentives and events.

COUNCIL ADVENTURE CARD ADMINISTRATOR

PURPOSE: Ensure smooth operation of the Adventure Card fundraising program by managing inventory, tracking distribution, reconciling payments, and supporting units throughout the sale.

RESPONSIBILITIES:

- Track all cards checked out to units and maintain accurate records.
- Coordinate card pickup and ensure units receive the correct quantities.
- Collect payments, verify amounts, and process deposits promptly.
- Send reminders for key dates (kickoff, mid-sale check-ins, final reconciliation).
- Provide regular updates to council leadership on sales progress and unit compliance.
- Respond to unit inquiries and assist with troubleshooting during the campaign.

DISTRICT ROLES & RESPONSIBILITIES

DISTRICT LEADERS: EXPEDITION CAPTAINS

ROLE: Chart the course for units to succeed in sales and in developing youth.

DISTRICT ADVENTURE CARD EXPEDITION LEADERS

ROLE: Drive district-level success by supporting units and promoting best practices.

PURPOSE: Expedition Leaders act as motivators and mentors within the district, guiding units toward their sales goals. They provide hands-on support, share best practices, and help troubleshoot challenges.

RESPONSIBILITIES:

- Take ownership of the council achieving its Adventure Card Goals.
- Work collaboratively with your campaign director.
- Recruit and train unit chairs to achieve unit selling goals.
- Host district kickoff meetings and provide sales resources.
- Track district progress and communicate benchmarks.
- Continually communicate with and support units in your district throughout the campaign.
- Encourage participation in council incentives and contests.
- Share success stories and motivate units.

DISTRICT CAMPAIGN DIRECTOR

ROLE: Handle logistics and reporting for the district campaign.

PURPOSE: The District Campaign Director oversees the Adventure Card program at the district level. They ensure units are engaged, trained, and supported throughout the sale. Their role is to drive participation, monitor progress, and help units achieve success.

RESPONSIBILITIES:

- Take ownership of the council achieving its Adventure Card Goals.
- Work Collaboratively with your Adventure Card Expedition Leaders.
- Recruit and train unit chairs to achieve unit selling goals.
- Distribute cards to units and manage returns.
- Collect funds and reconcile accounts.
- Submit district reports to the council campaign director.
- Assist with unit inquiries and assist with troubleshooting during the campaign.

UNIT ROLES & RESPONSIBILITIES

UNITS: TRAIL GUIDES & ADVENTURE SEEKERS

ROLE: Guide Scouts in living the Scouting Values by teaching them how to fund their Scouting Adventures.

UNIT TRAIL GUIDES

ROLE: Lead their unit's Adventure Card campaign. They organize sales efforts, motivate Scouts, and ensure the unit meets their goals to fund their Scouting Adventures.

PURPOSE: Trail Guides help Scouts succeed by providing structure, support, and inspiration throughout the sale.

RESPONSIBILITIES:

- Attend council kickoff and training sessions.
- With their unit committee, set unit sales goals and create a sales plan.
- Coordinate storefront sales and track progress.
- Communicate updates and encourage positive behaviors.
- Submit final reports and payments on time.

ADVENTURE SEEKERS (YOUTH)

ROLE: Adventure Seekers are the face of the campaign. They sell Adventure Cards to fund their Scouting experiences and share the story of how each purchase supports character-building adventures.

PURPOSE: Adventure Seekers invite the community to join them on a journey that fuels adventure and builds character.

RESPONSIBILITIES:

- Learn the value of the Adventure Card and how it helps Scouting.
- Participate in storefront and personal sales.
- Represent Scouting with courtesy and enthusiasm.
- Track individual goals and celebrate milestones.

ADVENTURE SALES STRATEGIES

As the **Unit Trail Guide**, 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 Adventure 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 Adventure Cards in front of businesses listed on the card.

SELL AT WORK

A fantastic way for parents to support their Scout is by taking Adventure 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 Adventure Cards and highlighting the great deals they offer, parents can generate interest among coworkers.

SALES TECHNIQUES FOR SCOUTS

Take advantage of the Adventure 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 Adventure Card.
- Make the sale and thank the customer—even if they don't buy.

UNIT KICKOFF AGENDA

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 Adventure 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 ADVENTURE 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 ADVENTURE CARDS, as Scouts will earn a fantastic 50% commission!

HOW CAN YOU ENSURE A SUCCESSFUL KICKOFF

- Promote the Kickoff 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.

ADVENTURE CARD KICKOFF 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 Adventure cards, motivated to sell!

MID SALES CHECK POINT - 75 CLUB - APRIL 15, 2026

All Scouts who sell a minimum of 75 ADVENTURE CARDS or more by April 15, 2026, will earn a \$25 Amazon gift card. Units are required to submit the mid-sales report form for qualifying Scouts by April 15, 2026.

150 CLUB - MAY 22, 2026

All Scouts who sell 150 ADVENTURE CARDS or more by May 22, 2026, will become a member of the 150 CLUB and will receive a \$50 Amazon Gift card. For every additional 75 Adventure Cards sold they will receive another \$25 Amazon Gift card.

ADVENTURE CARD VENDORS



EXAMPLE



The ADVENTURE 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 **50% commission** on each \$10.00 Adventure Card sold.

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

We are very appreciative of our Adventure Card vendors:

- Smith's *
- Great Clips *
- Big 5 Sporting Goods*
- Krispy Kreme Doughnuts
- Cowabunga Bay Vegas *
- El Pollo Loco *
- Green Valley Grocery
- Las Vegas Mini Grand Prix
- NY NY Big Apple Coster*
- Excalibur *
- Ted Wiens

New in 2026

- Jamba Juice**
- Circus Circus Adventuredome***
- Angry Crab Shack**
- Makai Island Grill**
- Sam's Town Koa Journey**

RIVER MOUNTAIN DISTRICT ADVENTURE CARD

The River Mountain District Adventure Card includes: Valvoline, Buffalo Wild Wings, Star Cinema, Arby's, Scooters Family Fun Center, Jack in the Box, and Altitude Trampoline Park.

* Included on River Mountain Adventure Card

2026 ADVENTURE CARD COMMISSION

COMMISSION

The commission for the 2026 ADVENTURE 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 22, 2026.

Commission Schedule:

- May 22, 2026: \$5.00 (50% Commission)
- May 29, 2026: \$3.50 (35% Commission)
- June 5, 2026: \$2.50 (25% Commission)

When Scouts sell an Adventure 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. All payments are to be made in the Las Vegas Area Council Trading Post. (Not the Scout Shop.)

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 22, 2026. **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

Adventure Cards can be returned without penalty at any time before May 22, 2026. 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 22, 2026.

Units are responsible for all Adventure Cards not returned by May 22, 2026, at 4:00 PM, and will be billed accordingly. There will be a restocking fee of \$1.00 per card, if any unsold cards are returned after May 22, 2026.

2026 COUNCIL INCENTIVES

75 CLUB

All Scouts who sell a minimum of **75 ADVENTURE CARDS** by April 15, 2026, will become a member of the **75 CLUB** and will receive a \$25 Amazon Gift card.



150 CLUB

All Scouts who sell **150 ADVENTURE CARDS** or more by May 22, 2026, will become a member of the **150 CLUB** and will receive a \$50 Amazon Gift card.

Plus for every additional 75 Adventure Cards sold they will receive another \$25 Amazon Gift card.



EMPOWERING SCOUTS WITH REWARDS THEY CONTROL AND EARN!!

2026 CAMPING OPPORTUNITIES

CUB SCOUTS

- June 5-7, 2026 June Day Camp– Whitney Ranch Recreation Center
- June 27, 2026..... River Mountain District RATA Day Camp
- July 17 - 19, 2026.....July Day Camp—Floyd Lamb Park
- October 3, 2026 River Mountain Twilight Day Camp—MV Baptist Church
- October 16-18, 2026.....Scout Expo

SCOUTS BSA/VENTURERS

- April 24 - 26, 2026.....Pathfinder Day Camp
- October 16-18, 2026.....Scout Expo

OUR PARTNER CAMPS

- July 22-31, 2026.....National Jamboree
<https://jamboree.scouting.org/>
- Camp Whitsett Western Los Angeles County Council
<https://www.campwhitsett.org/>
- Camp Emerson..... California Inland Empire Council
<https://iescouts.org/summercamp/>
- Camp Bighorn Greater L.A. Area Council
<https://www.camphuberteaton.org/>
- Camp OljatoPacific Skyline Council
<https://www.pacsky.org/oljato>
- Camp Chawanakee Sequoia Council
<https://www.seqbsa.org/camp-chawanakee/>

**MORE INFORMATION ON ALL THESE PROGRAMS CAN BE FOUND AT
[HTTPS://WWW.ScoutingLVAC.org/CAMPING/](https://www.scoutinglvac.org/camping/)**



Pathfinder is an exciting program for new Scouts Ages 11-18, running from Friday at 5:00pm to Sunday at 5:00pm. Scouts will gain hands-on experience cooking dinner, performing skits/songs, and working on advancement for First Class, including first aid, map and compass, knots & lashings, and fire building. Scouts must bring their own tent and all adults staying overnight must be a registered leader. To ensure proper supervision, one registered adult leader is required for every two youth attending.

April 24-26, 2026

FRIDAY 5:00pm - SUNDAY 5:00pm

Scouting Resource Center & Engelstad Scout Park

7220 South Paradise Road, Las Vegas, NV 89119

REGISTER ONLINE AT:

<https://bit.ly/lvacpf>



REGISTRATION DEADLINE:

APRIL 22, 2026

\$50 *per Scout*

Paid **BEFORE** April 10th

\$60 *per Scout*

Paid **AFTER** April 10th

For more info, please contact:

PETER JENSEN

Peter.Jensen@scouting.org

702-968-8156



STORE FRONT GUIDELINES

In compliance with the policies of our sponsors:

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

2026 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 Adventure 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 Adventure 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 Adventure 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 Adventure 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.

SAFETY TIPS

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.

2026 ADVENTURE CARD STOREFRONT SALES

March 12 – May 22, 2026

Council President
Patty Charlton

Council Commissioner
Deanna Greene

Council Treasurer
Tom Donohue

Immediate Past President
John Miller

Legal Counsel
Nathan Claus

Council Secretary
Scout Executive
W. Todd Walter

Executive Vice President
Membership
Moises Denis

Executive Vice President
Program
Bob Froehlich

Executive Vice President
Finance
Beth Johnson

Vice President
Administration
William Stoddard

Vice President
Endowment
Craig Stone

Vice President
Investments
Edward A. Janov

Vice President
Outreach/Diversity/Inclusion
Jose Melendrez

Vice President
Properties
Kent Fabbi/Amber Whiting

Vice President District
Operations
Gerri Schroder

Vice President
Marketing
Ryan Fleming

To whom it may concern:

I am writing on behalf of (unit) _____ who is asking permission to sell Adventure 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 the unit's efforts to sell Adventure Cards, with sales scheduled from March 12 to May 22, 2026. 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,



Scot Fuller
Adventure Card Staff Advisor
Las Vegas Area Council
702-968-8113
Scot.Fuller@Scouting.org

