

2026 CAMP CARD SALE

FEBRUARY
ROUNDTABLES -
MAY 1, 2026

LEADERS GUIDE



**Scouting
America**

Central North Carolina Council



WELCOME TO THE CAMP CARD SALE!

Welcome to the 2026 Camp Card Sale...

Selling Camp Cards is an easy, no-risk way to teach Scouts the value of earning their way. Going to camp is the highlight of every Scout's year. Shouldn't they understand the value of that experience?

Thank you for investing the time and energy to lead your Scouting Unit's 2026 Camp Card Campaign. This sale plays an essential role in allowing you to generate the funds for your unit, and to send your Scouts to camp this summer.

Imagine being able to pay for a MAJOR portion of what your unit does for an entire year with Camp Card profits: Trips, campouts, trainings, advancements, blue & gold banquets, courts of honor, trailers, uniforms, day camp, resident camp, and summer camp!

Last year, Scouts in the Central North Carolina Council earned over \$49,000 to fund their Scouting adventure. Our goal is to give each Cub Scout, Scouts BSA, and Venturer the opportunity to earn the money needed to have the best Scouting summer ever.

This "Leaders' Guidebook" will help to introduce our 2026 Camp Card Sale, how it will benefit your Scouts, including important sales information, time lines, the card vendors, signing up and people who can help you.

Thank you for making a difference in the lives of the Scouts in your unit! Don't forget to visit the Central North Carolina Council website at www.centralncscouting.org for important updates during the campaign.



CAMP CARD IMPORTANT DATES

FEBRUARY
ROUNDTABLES -
MAY 1

- Units can only return 10% of checked out cards until the midpoint of the sale on March 28.
- Commission is 50% on each card sold.

MARCH 31, 2026

- Units can request additional camp cards to sell if they have sold all current cards and submit payment for the initial cards checked out and if there is availability of cards in stock.

MAY 1, 2026

- **END OF SALE. CLOSE SALE WITH ANY UNPAID MONIES DUE TO THE COUNCIL SERVICE CENTER.**

MAY 2-8, 2026

- Deadline to receive 30% commission.

AFTER MAY 8, 2026

- Unit receives 0% commission.

MAY 15, 2026

- Prize order form deadline. May be turned in early when closing sale with the Council.

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Selling Camp Cards as a fundraiser enables a unit to have the funds to deliver their “program.” We are selling Scouting, and people will buy if asked.

The majority of people have never been asked to buy Camp Cards.

People need to know why Scouts are selling Camp Cards...what is the reason? Why should I buy?

- Pay for registration fee
- Pay for camp
- New equipment
- Philmont Trip or National Jamboree

Volunteer leaders should inform Scouts, and their parents, how the Camp Card sale directly benefits their unit program. A printed calendar and unit budget will help educate parents and Scouts on “plans for the upcoming year”.

Many units find the **Camp Card Sale**, along with the **Fall Popcorn Sale**, is adequate for both their unit and individual Scout annual needs...and parents appreciate not having to come up with funds (dues) every week, month, etc.

HOW DO I START MY SALE?

Begin with your immediate family members:

- Parents
- Brothers and Sisters
- Cousins
- Grandparents
- Aunts and Uncles
- Close Neighbors, etc...
- Who purchased Camp Cards from YOU Last year.
- Don't forget about those popcorn buyers from last year!

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.

Great Places to Sell

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

COMMUNITY PARTNERS

Each district has a number of local businesses that have agreed to participate in this fundraiser by offering a special discount, either as a one-time use discount or a discount to be used multiple times throughout the remainder of 2026.

In order for this fundraiser to provide the maximum benefit to them and therefore encourage future participation, units should not sell camp cards in front of a participating business, unless the management permits the unit to do so.

Important: If there are any issues with using the discounts offered, do not argue with the business establishment. Contact your District Executive immediately and we will work with the business directly to rectify the issue based on the signed agreement for the 2026 sale.

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UNIT CAMP CARD COORDINATOR

Each unit should have a person designated to coordinate the camp card sale. Responsibilities include managing all aspects of the sale, clearly communicate sale information to leaders, parents, and Scouts. Coordinators should use the provided tracking sheets to track Scouts and how many camp cards they have taken.

A good Camp Card Coordinator is organized with lots of energy, creative and an excellent communicator.

RECRUIT ONE OR MORE PARENTS AS ASSISTANT COORDINATORS AS NEEDED

- Explain the Camp Card program to your adult leaders:
- Establish Unit's Sales Goal and Plan Sales Activities.
- Prepare Timetables.
- Set Up Sales Coverage Areas.

Help find locations and coordinate Storefront Sales.

- Prepare handouts for Unit Kick-Off meeting for Leaders, Parents & Scouts.
- Timeline showing sale dates, date request is due, time & place for pickup, and card distribution.
- Unit goal and per Scout sales goal.
- Storefront sale sign-up sheets with date, time, and locations of Storefront Sales.

Arrange to pick up more Camp Cards at Scout Office if needed.

- If your unit sells all the Camp Cards you requested and would like to sell additional cards we will try our best to make sure you receive more cards to sell. To request more cards, contact your District Executive or send an email to cncbsa@gmail.com. **To ensure timeliness, please make an appointment.**

Remind your Scouts of money due dates. Make sure checks are made payable to the unit itself.

- Collect and tally money from Scouts and submit one check payable to the Central NC Council or credit card payment for total amount due by Friday, May 1, 2026, at the Council Service Center.
- Update your unit each week on sales total (post results at unit meeting place).

HOW TO GET STARTED

Your Unit's Camp Card Kickoff

The objectives of your camp card kickoff are simple:

- Get Scouts excited about upcoming camping opportunities.
- Get parents informed about why their child should attend camp and how they can fund the costs.

How can you ensure a successful kickoff?

- Make sure the kickoff is properly promoted through email and phone calls.
- Review the presentation with your Cubmaster or Scoutmaster prior to the meeting. Plan who is to do what.
- Have snacks, drinks and music.
- Keep it short.

Camp Card Kickoff Agenda

1. Grand opening with music, cheers, and excitement.
2. Check out 5 - 10 cards to each Scout.
3. Review summer camp opportunities.
4. Review sales goal and key dates.
5. Scout Training: Role play sales do's and don'ts.
6. Review prizes opportunities.
7. Issue a challenge to your Scouts and send everyone home motivated to sell.

How to sell Camp Cards

Be sure to teach Scouts how to sell using all three sales methods. Create a plan and train your Scouts in all three methods; this will give you the best results.

- **Door to Door:** Take camp cards around the neighborhood. Highlight the great coupons and discounts at your local restaurants and businesses.
- **Show & Sell:** Set up a booth and sell camp cards on the spot! This can be an effective approach in the right location and the right time, but don't hang your hat on this approach alone. Focus on multiple locations at the same time; be sure not to over schedule Scouts.
- **Sell at Work:** A great way for mom and dad to help their Scout earn his/her way to camp or other pack/troop activities!

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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. Everybody loves to support a Scout in uniform.

- Never enter a stranger's house.
- Keep checks and cash in a envelope with your name on it.
- ALWAYS walk on the sidewalk and driveway. NOT through the yard. Watch for traffic.
- Never sell at night.
- Not every house will buy so do not become discouraged.
- The more people you ask – the more people will buy.
- 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.
- Ask your parent to be the first to buy Camp Cards.
- Ask your relatives to buy Camp Cards.
- Ask your neighbors to buy Camp Cards.
- Ask the parents of your friends to buy Camp Cards.
- Take your Camp Cards to your place of worship and ask people to buy during coffee/fellowship hour (get permission first).
- Ask your parents if they can take your Camp Cards to work and ask their co-workers to buy cards. (They may need to get permission first.)
- Ask a parent or fellow Scout to go door-to-door with you in your neighborhood to ask people to buy Camp Cards.
- Ask your patrol or den to schedule a "Super Sale Day". This is a day when your fellow Scouts select a neighborhood and go door to door as a group to ask people to buy Camp Cards.

ALWAYS SAY THANK YOU! Whether they buy or not.

Things to help make your location storefront sale successful:

- Scouts need to clean area before and after sale.
- Scouts need to work the sale, no sitting.
- Stay outside of the store during their shifts.
- Remember to have something on hand to drink during the shifts.
- THERE ARE NO TIPS, "Keep the change" or "You keep the card" are considered donations for your unit.
- Adults: allow the Scouts to sell the Camp Cards, give the Scouts room to grow.
- Do not use chairs or tables at the location as they take up a lot of room and work against the sale.
- Do not allow horse play.

ALWAYS WEAR YOUR UNIFORM!

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COMMISSION AND CLOSEOUT

- **Commission on each card sold = 50% based on closeout deadline referenced on Page 1.**

PAYMENT OPTIONS

Units will be responsible for submitting monies based on the number of cards sold or cards unaccounted for. Please don't submit the full \$10 to the Council. The unit should deduct their own commission.

The unit should return their unsold cards when submitting monies to close out their account.

- A unit check can be made payable to the Central NC Council and may be delivered to:
 - Your District Executive directly (Set appointment to ensure proper communication)
 - In person to the Council Service Center. Office hours are 9am – 4 pm, M-F.
 - Mailed to the Council Service Center at P.O. Box 250, Albemarle, NC 28002-0250 **Please note that if mailed, the check must be received in time to meet the full commission deadline of Friday, May 1. Please account for mail delivery time if utilizing that option.**
- Call your District Executive or the Council office to pay via credit card or set up appointment to pay by cash (Please get a receipt)

PRIZES

Individual Scouts will be rewarded for their hard work. In addition to having the opportunity to earn their way to a future activity or camp for FREE by selling enough camp cards to pay for their registration costs, Scout can also earn a gift card and be entered into a free Camp Scholarship drawing. (Can be used for Central NC Council Summer or Winter Camp).

GIFT CARDS

- 100 cards sold by an individual Scout can earn a \$100 Amazon or Visa gift card.
- 200 cards sold by an individual Scout can earn a \$200 Amazon or Visa gift card.
- Scouts that sell at the above amounts can choose between a VISA or AMAZON gift card. **Scouts that sell over 200 camp cards will be awarded that level of gift card, not both.**
- **The gift card prize order form must be turned into the Council Service Center or emailed to a professional staff member by Friday, May 16th, 2026, no exceptions!**
- **The Scout's associated unit must be closed out and paid on time by the May 1st deadline to qualify.**

CAMP SCHOLARSHIP DRAWING

For every 25 camp cards sold by an individual Scout, they will be put into a drawing for a camp scholarship that can be redeemed to cover registration costs for Central NC Council Summer or Winter Camp 2026. Scouts must enter online at www.centralncscouting.org/campcards.

There will be a fillable submission form starting on February 20 and going through April 25, 2026. One winner will be awarded.

NEED HELP?

Contact your District Executive or email cncbsa@gmail.com if you have any questions!

- Gold Rush District (Cabarrus and Rowan Counties)
 - Zach Farmer at Zachary.Farmer@scouting.org
- Old Hickory District (Union and Anson Counties) – Jason Lambert at jason.lambert@scouting.org
- Uwharrie District (Montgomery, Richmond, and Stanly Counties) – JP Grillo at jon.grillo@scouting.org



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YOUTH CAMP CARD RECEIPT

(Scout Parent to turn into Unit Camp Card Leader)

|PACK |TROOP |CREW |SHIP |POST

DATE _____ UNIT# _____

SCOUT'S NAME _____

Camp Cards Issued	
Number of Cards (_____) Issued on: _____ DATE	Money received on: __ (DATE) Amount: \$ _ _____ Unit Leader Signature: _____ -----
Parent Signature: _____	
Number of Cards (_____) Issued on: _____ DATE	Money received on: __ (DATE) Amount: \$ _ _____ Unit Leader Signature: _____ -----
Parent Signature: _____	
Number of Cards (_____) Issued on: _____ DATE	To be completed upon card turn in
Parent Signature: _____	Checks \$ _____ Cash \$ _____ TOTAL \$ _____
Number of Cards (_____) Issued on: _____ DATE	Total \$'s Received: \$ _____ (#) _____ Cards Sold (#) _____ Cards Returned
Parent Signature: _____	

I recognize that each of these cards have a cash value of \$10. There is no risk to our unit as long as unsold cards, up to 10% of what was distributed to your Scout, are returned to our unit by March 25, 2026 (council 10% return deadline is March 27, 2026). All unsold cards past this date will be charged for, to include lost cards or cards with missing tab(s).

☐ Our unit will close out our account (money/unsold cards turned in) by _____.

I agree to these terms: _____
Parent Signature

Date: _____ Name of Youth: _____

***NOTE—Per the request of the vendors participating in the 2026 Camp Card and because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to our unit by April 24, 2026. This will allow our unit to reconcile our account with Central NC Council by May 1, 2026.**

2026 Central NC Council Camp Card Tracking Sheet

[illegible]

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UNIT CAMP CARD GIFT CARD SELECTION

(Due to Central NC Council by May 15 Deadline - No Exceptions)

☐ Pack

☐ Troop

☐ Crew

☐ Ship

☐ Post

DATE _____ DISTRICT _____ UNIT# _____

SCOUTS NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL _____ PHONE# _____

Office Use Only

# of Cards Sold _____ Verified _____ ☐ Amazon Gift Card ☐ Visa Gift Card	Gift Card Purchase Date: _____ Mailed Date: _____
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To receive a gift card, the Scout must be currently registered in the unit and the amount sold verified by the unit leader or unit camp card coordinator.