



# HELP SCOUTS EARN THEIR WAY TO CAMP!



## 2017 Camp Cards Have Arrived!

- ✓ **Funds directly benefit scout:** for each \$5 camp card sold, \$2.50 is allocated to the scout's Pack 502 costs (camping fees, dues, achievements, etc)
- ✓ **An easy sale:** Rewards you can actually use
- ✓ **Money saved > cost of card!**
- ✓ **Sale runs now through Monday 4/3:** Turn in money at weekly Pack 502 Den Meeting

<u>Retailer – One time use</u>	<u>Benefit to card holder</u>
Harris Teeter	\$5 off purchase of \$50+
Dicks Sporting Goods	\$10 off purchase o \$50+
Dominos	\$5 off any large, regular priced pizza
Bass Pro Shops	\$5 off purchase of \$50+
<u>Retailer – Multi use*</u>	<u>Benefit to card holder</u>
Carowinds	\$43 single-day admission <sup>^</sup>
Dominos	Free (32 qty.) Parmesean Bread Bites with purchase of large, regular priced pizza
Arby's	Free Roast Beef Classic with purchase of sandwich <sup>^</sup>
Take 5	\$10 off any oil change
Hawthorne's Pizza	10% off your food order
Jesse Browns	\$10 off purchase \$55+
Tijuana Flats	50% off entrée with purchase of entrée <sup>^</sup>
Kickstand Burger Bar	10% off food order

\*One use per visit

<sup>^</sup>Restrictions may apply, see coupon for details

# PRIZES: QUALIFY FOR A CAMP SCHOLARSHIP!

In addition to 50% commission, Scouts that sell 100 or more cards will qualify for a camp scholarship.

**CHOOSE WISELY! YOU CAN ONLY SELECT ONE!**

SELL THIS!	GET THIS!
100 CARDS	\$50 SCHOLARSHIP
200 CARDS	\$100 SCHOLARSHIP
300 CARDS	\$150 SCHOLARSHIP
400 CARDS	\$200 SCHOLARSHIP

\*Only one prize per Scout, scholarships have no cash value, they can not be transferred to another Scout and must be used for attending a 2016 Mecklenburg County Council sponsored Camp or training.

**Scouts will be entered to win for EVERY 20 cards they sell and have the chance to win, either an:**



**PlayStation 4 *OR* Xbox One S**

**The scout with the most sales within our council will get to choose from one of the prizes above.**

**\* To qualify, the Leader's Tracking sheet must be turned in to the Scout Office by *April 7th*. \***

What do say:

Introduce yourself and your relationship to the person you are selling to:

**Hi, my name is \_\_\_\_\_. I live in the neighborhood and am part of Cub Scout Pack 502 in Pineville. Would you like to help support me in Cub Scouts?**

- If "yes" -

**Thank you! I am selling coupon cards and 50% of each sale goes directly to helping my cost for scouts. Here is my goal and what I am working towards (show them the picture of your goal).**

- If they say "no", say "thank you" and move on!

# 40 Targets.....A Quick Success!!

This worksheet will help you create a list of people you know from all aspects of your life. Try to find at least 4 people you know in each category. They can be in town or out of town!

Once you have 4 in each category, continue to expand your list. Before you know it, you will have more than enough friends who would love to support you in your scouting!

Parents: Think about those folks you may not have connected with in quite some time, but would love to see or talk to again....this may be a great way of reconnecting with people!

## Relatives and Friends

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## Neighbors

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## Sports/hobbies/music lessons School/Preschool

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## Church/Sunday

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## Birthday parties attended

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## School Contacts / Classmates

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## Siblings Friends/Parents

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## Doctors/Dentists/Optometrlist/Barber

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## Friends you haven't seen lately

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## Parents of your friends

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# Role of the parent

These are teachable moments – supporting your scout and this training benefits him and you.

Your Scout will learn interpersonal and life skills like learning to better communicate, working together, following instructions, goal setting and learning the reward of accomplishment.

This is an opportunity for him to do new things, to develop new skills, discover new talents. Give him the space to fail and to succeed; he will learn from both.

1. Be a coach. Let the Scout do as much as he can, from setting the goal to figuring out how he wants to sell and who he wants to sell to.
2. Support from a distance – literally. Stand about 15 feet away and let him interact with folks. This will give him confidence that he can do it by himself.
3. If the person is paying in cash, let him do the math in figuring out how much change to give back. You be the banker – “holder of the cash”
4. Step in as you need to – to give occasional feedback on how to improve or when to take a break. Encourage and tell him he’s doing a good job. Avoid negatives “that was wrong”, “you should have done xyz” and instead suggest, “That was great! Next time think about saying xyz too”.
5. Help with mini-goals to keep him motivated – “if you reach that goal today you can get an extra scoop of ice cream for dessert”.

# Tips for Scouts

1. Be prepared.
  - Know what you are going to say
  - Read over the different types of popcorn on the sales sheet. What are the differences? Which ones are your favorites?
2. Look people in the eye when speaking
3. SMILE and Speak clearly and loud enough to be heard
4. Always thank the person when you leave – regardless if they buy from you or no