2020 UNIT GUIDE

ADVENTURE CARD FUNDRAISER

HOW IT WORKS

KEY DATES

COMMISSIONS

RETURN POLICY

SELLING CARDS & FREE SUMMER CAMP

SELLING SAFETY & TIPS

STRIVE for 25

Chester County Council
Boy Scouts of America

226 Exton Square Mall
Exton, PA 19341

cccbsa.org

Chester County Council, BSA
610-696-2900
HOW DOES THIS WORK?
This is a low risk fundraiser, as units can return unsold cards. Outdoor Adventure Cards are designed to help Scouts earn their own way to camp, adventure activities, pay for equipment, etc.

- Unit Coordinator signs up on our Facebook group to stay informed about the Outdoor Adventure Card Fundraiser. There you will have access to tip and best demonstrated practices.
- Unit Coordinator explains the Outdoor Adventure Card Program to their Scout families and helps them set an earning goal.
- Scouts sell cards to friends and family, at church, and in the community for $10 each.
- At the end of the sale, return any undamaged & unsold cards and settle your account with council no later than May 15, 2020.

PAYMENT

- No upfront payment from the unit.
- Payment of $5.00 per card sold must be received in the Council Service Center by May 15, 2020. Payment not postmarked by May 15, 2020 will be considered late.

COMMISSION

- Units, that settle their accounts by May 15, 2020, earn 50% (or $5) on every card sold.
- Unit commission drops to 40% for payments received after May 15 and to 30% for payments received after June 1.

RESTOCK

- Units can restock at any time, while supplies last.

RETURN POLICY

- Cards must be in new and sale-able condition
- Council reserves the right to refuse returns that have been damaged or otherwise deemed unsellable.
- **NO RETURNS WILL BE ACCEPTED AFTER MAY 15, 2020**

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**KEY DATES**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early Bird Ordering</td>
<td>Jan 1 – Jan 31, 2020</td>
</tr>
<tr>
<td>Sale Begins</td>
<td>Mar 1, 2020</td>
</tr>
<tr>
<td>Sale Ends</td>
<td>April 30, 2020</td>
</tr>
<tr>
<td>Balance Due Return Deadline</td>
<td>May 15, 2020</td>
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</tbody>
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**FOR MORE INFO PLEASE CONTACT**

- **Horseshoe Trail District**
  - Doug Pinard
  - 717-572-2598
  - doug.pinard@scouting.org

- **Diamond Rock District**
  - Adam Miller
  - 484-401-2512
  - adam.miller@scouting.org

- **Octoraro District**
  - Melissa Pendill
  - 484-639-1958
  - melissa.pendill@scouting.org

- **Scoutreach**
  - Roseline Vazquez
  - 610-732-9843
  - roseline.vazquez@scouting.org

- **Council Support**
  - Beth Ferstler
  - 610-696-2900
  - beth.ferstler@scouting.org
WHAT DOES THE CUSTOMER GET FOR THEIR $10.00?

There will be 2 snap off coupons.

The purchase also includes a membership (valid thru Dec. 31, 2020) to the Entertainment app that is loaded with thousands of offers that work anywhere in the country!

So long as they use the discounts, your customers will more than make up for their $10!!
SELLING CAMP CARDS

- Have a kick-off to promote and explain the Outdoor Adventure Card Program to your Scout families and how it will support them.

<table>
<thead>
<tr>
<th>Event</th>
<th>Price</th>
<th>Cards</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cub Scout Day Camp</td>
<td>$225 (early bird rate)</td>
<td>45</td>
</tr>
<tr>
<td>Cub Scout Twilight Camp</td>
<td>$125</td>
<td>25</td>
</tr>
<tr>
<td>4-day Cub Camp</td>
<td>$340 (early bird rate)</td>
<td>68</td>
</tr>
<tr>
<td>5-day Webelos Camp</td>
<td>$365 (early bird rate)</td>
<td>73</td>
</tr>
<tr>
<td>Den Chief @ Cub Camp</td>
<td>$150</td>
<td>30</td>
</tr>
<tr>
<td>Camp Xtreme Day Camp</td>
<td>$225 (early bird rate)</td>
<td>45</td>
</tr>
<tr>
<td>Scouts BSA Camp @ Ware</td>
<td>$375 (early bird rate)</td>
<td>75</td>
</tr>
<tr>
<td>Scouts BSA Camp @ HSR</td>
<td>$420 (early bird rate)</td>
<td>84</td>
</tr>
</tbody>
</table>

- Take the time to teach public speaking and salesmanship skills. Your families will appreciate it, and your sales will improve.

- **When selling, Scouts should:**
  - Wear their uniform and a smile 😊
  - Introduce themselves – FIRST NAME ONLY – and what unit they are with
  - Tell customers what and why they are selling
  - Say, “Thank you” – sale or not

- **SALES METHODS**
  - Door-to-Door
  - Show & Sell – with their permission, set up a table in front of a local business, place of worship, chartered organization.
    - PLEASE DO NOT SELL AT LOCATIONS ON THE CARD!

- **SAFETY & COURTESY**
  - Sell with another Scout or adult
  - Do not enter anyone’s home
  - Walk on hard surfaces, not through yards
  - Do not sell after dark without an adult
  - Do not carry large amounts of cash

**STRIVE FOR 25**

- For every 25 Outdoor Adventure Cards a Scout sells, they will receive a $25.00 gift card to the Outdoor Adventure store.

- Outdoor Adventure Store Gift Cards to be awarded May 31, 2020.