



# Great Smoky Mountain Council, BSA

## 2024 Scout Adventure Card Sale

<p><b>\$5 OFF</b> PURCHASE OF \$25 OR MORE DOES NOT INCLUDE GRATUITY OR ALCOHOL CANNOT BE USED FOR GIFT CARD PURCHASES ONE-TIME USE EXPIRES 12/31/24</p>	<p><b>\$10 OFF</b> COUPON CARD SEE BACK FOR DETAILS. ONE-TIME USE. EXPIRES 12/31/24.</p>	<p>Get <b>\$10 OFF</b> YOUR NEXT PURCHASE OF \$50 OR MORE WHEN YOU SIGN UP FOR TEXTS FROM ACADEMY TEXT <b>SCOUTS</b> TO 22369 Academy SPORTS+OUTDOORS</p>	<p><b>2024 SCOUT ADVENTURE CARD</b> \$10</p> <p>By purchasing this card you are helping Scout units earn their way to camp! Card offered for fundraising purposes only. Supports sending Pack, Troop or Crew Members to Scout Camp. The individual selling this card will receive no direct financial benefit.</p>	<p><b>\$2 OFF ANY HAIRCUT</b> Valid at 26 participating area locations. ONE TIME USE EXPIRES 12/31/24</p>	<p><b>\$5 OFF \$10 PURCHASE OR MORE</b> Maryville &amp; Knoxville locations ONE TIME USE EXPIRES 12/31/24</p>	<p><b>\$5 OFF A \$100 PURCHASE</b> ONE TIME USE ONLY Present to Cashier. EXPIRES 12/31/24</p>																				
<p><b>\$5 OFF \$100 PURCHASE</b> Limit 1 discount per ValueCard. Not valid on fuel, alcohol, tobacco, lottery or gift cards. Void if reproduced. Must present ValueCard at time of purchase. Sales tax may apply. Expires 12/31/24</p>	<p><b>\$5 OFF \$10 PURCHASE OR MORE</b> Maryville &amp; Knoxville locations ONE TIME USE EXPIRES 12/31/24</p>	<p><b>\$10 OFF \$25 PURCHASE</b> ONE TIME USE EXPIRES 12/31/24</p>	<p>All multi-use offers cannot be combined with any other coupons or specials. Expires 12/31/2024 unless otherwise noted.</p> <table border="1"> <tr> <td><b>Billy's Time Out</b> FREE Fountain Drink When you buy reg. size soft at reg. price. Oak Ridge location.</td> <td><b>Buddy's BBQ</b> FREE Jr Hot Fudge Cake with purchase of a dinner.</td> <td><b>Calamity's Coffee</b> 10% OFF Any Coffee or Tea Order</td> <td><b>Chicken Salad Chick</b> One Chick Meal FREE With Reg. Price The Meal Purchase Valid at Oak Ridge, Knoxville and Maryville locations.</td> <td><b>Dairy Queen</b> Buy One Blizzard Get One of Equal Value or Less for .99 Valid at Fourteen Foods locations</td> </tr> <tr> <td><b>Han'n Goodys</b> FREE COOKIE with any purchase</td> <td><b>Jiffy Lube</b> \$10 Signature Oil Change Up to 5 Oil Motor Oil Valid at participating locations. CODE SMO.</td> <td><b>Klean Sweep</b> \$50 Off One-Time Standard Deep Clean Charge One Per Client New Clients Only</td> <td><b>Knoxville Scout Shop</b> 10% OFF \$50 or More in Camping Gear Knoxville Scout Shop Only</td> <td><b>Lolli &amp; Bobo's Ice Cream Shoppe</b> 20% OFF Entire Order</td> </tr> <tr> <td><b>McDonald's</b> FREE Regular Small Cheeseburger with purchase of any Combo Meal at regular price</td> <td><b>Millborne Bakery</b> \$5 OFF \$25 Purchase 1968 Oak Ridge Turnpike</td> <td><b>Papa John's Pizza</b> 25% OFF Any Reg. Price Menu Items Carryout Only. Call in orders only. 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Terms and conditions may apply for participating merchants.</p>	<b>Billy's Time Out</b> FREE Fountain Drink When you buy reg. size soft at reg. price. Oak Ridge location.	<b>Buddy's BBQ</b> FREE Jr Hot Fudge Cake with purchase of a dinner.	<b>Calamity's Coffee</b> 10% OFF Any Coffee or Tea Order	<b>Chicken Salad Chick</b> One Chick Meal FREE With Reg. Price The Meal Purchase Valid at Oak Ridge, Knoxville and Maryville locations.	<b>Dairy Queen</b> Buy One Blizzard Get One of Equal Value or Less for .99 Valid at Fourteen Foods locations	<b>Han'n Goodys</b> FREE COOKIE with any purchase	<b>Jiffy Lube</b> \$10 Signature Oil Change Up to 5 Oil Motor Oil Valid at participating locations. 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## A Scout is Thrifty. Earn money for your Scouting Adventures!

The Great Smoky Mountain Council is pleased to offer the 2024 Scout Adventure Card. Units/Scouts participating in this program will earn 50% commission! That's **\$5** for every **\$10** card.

# Camp Card Timeline

## KEY SALE DATES

Feb. 22-27	Card Distribution
March 15-March 30	Food City Dates
March 15-March 31	Blitz Club Dates
April 5	Card return opportunity.
April 30	Sale Ends*



ALL ACCOUNTS MUST BE CLOSED BY **MAY 10, 2024**  
COMMISSION DROPS 10% AFTER **MAY 24, 2024**

\*This program has minimal risk. Units may return up to 40% of their checked-out cards on May 10th. Through April 5 offers return opportunity and any percentage of cards can be returned by April 5 without penalty.

## The value of selling Camp Cards:

(Prices for events and items are estimates. Subject to change)

Cub Summer Camp - \$125 = 25 cards

Day Camp - \$100 = 20 cards

Summer Camp - \$325 = 65 cards

Camporee - \$25 = 5 cards

New Uniform - \$100 = 20 cards

New Tent - \$150 = 30 cards

Trailer - \$5,000 = 1,000 cards

Registration fee - \$85 = 17 cards



# Camp Card Incentives for 2024

In addition to the commission units earn by selling camp cards, the GSMC is offering a variety of great bonus incentives to help youth enjoy all that Scouting has to offer!

## Weekly Prize Drawing

For every 20 cards sold, a Scout may enter his or her name in the weekly prize drawing through the Council Website. A minimum of 20 cards must be sold for the first entry, and a Scout may enter his or her name for each additional 20 cards sold. Entries accumulate throughout the sale. Once a week, a name will be selected at random to receive a special Scout prize to be picked up at the Council Service Center!

## Blitz Club Prize

Every Scout that sells 40 Cards between March 15<sup>th</sup> and March 31<sup>st</sup> will receive a GSMC dining utensil kit, lava lantern, water bottle, or other cool prizes! Prize availability on a first come first serve basis.

**Unit leaders must submit a Camp Card Blitz Club form\*\* by April 10<sup>th</sup> for their Scouts to claim their prize.**



# TOP SALESMAN AWARD

1. To qualify for the top sales award, you must sell a minimum of 100 camp cards. **Unit leaders or parents must submit a completed Top Sales Form or submit their entries on [www.easttnscouts.org/campcard](http://www.easttnscouts.org/campcard) by May 10, 2024, for Scouts to be eligible. This is for individual Scouts; sales may not be combined for Scouts/siblings.**
2. Top sellers will receive: (Any Scout selling over 100 cards)
  - \$20 gift card to the Scout Shop
3. District top seller will receive: (must be 100 or more cards)
  - \$50 gift card to the Scout Shop or Amazon
4. Council Top seller will receive: (must be 100 or more cards)
  - \$100 gift card to the Scout Shop or Amazon
  - Top Seller certificate and recognition



To all Unit Camp Card Chairs and Unit Committee Chairs:

We receive several questions annually regarding donation solicitation from Scouts at Show N Sell booths. **We realize that not all units do this, but we want to review with each unit.** We also realize unsolicited donations occur, which is great for the unit! See below for recording these funds in your unit's card sales.

The Scout Adventure Card sale is a money-earning activity – not a money-solicitation event. Scouts are learning how to earn their way by selling a product. We are at risk of being shut out of retail centers when solicitation occurs. This does not teach our Scouts how to earn their way, and some of our customer base is losing faith in our fundraising methods.

Please help us by keeping Scouting's image and relationships strong and healthy with our retail operators and Customers.

Thank you for all your hard work helping your unit and Scouts earn their way. Please direct any questions that you may have to Nathan Cunningham at 865-686-2353 or [Nathan.cunningham@scouting.org](mailto:Nathan.cunningham@scouting.org).

### Scout Adventure Card Fundraising do's

1. **Do** teach youth members to earn their way.
2. **Do** follow safe practices listed in the **Guide to Safe Scouting**.
3. **Do** convert all donations into sales. The cards purchased by donations may be used by the unit or given away as desired (ex. Local police or fire departments, your chartering organization, local schools, etc.)

### Camp Card Fundraising don'ts

1. **Don't** solicit funds (DONATIONS) in the name of Scouting; Remember, the Scout Adventure Card Sale is a Unit Fund Raiser, not a solicitation campaign.
2. **Don't** put a donation jar out at your sale.
4. **Don't** have Scouts ask for donations from customers at a Show N Sell booth or while selling door to door.
5. **Don't** conduct sales without adequate adult supervision.
6. **Don't** forget to use the buddy system and don't go into unsafe or unfamiliar areas.

#### *Excerpt from BSA Unit Money Earning Application:*

7. Will the fund-raising project avoid soliciting money or gifts? The BSA Rules and Regulations state, "Youth members shall not be permitted to serve as solicitors of money for their chartered organizations, for the local council, or in support of other organizations. Adult and youth members shall not be permitted to serve as solicitors of money in support of personal or unit participation in local, national, or international events." For example: Scouts BSA/Cub Scouts and leaders should not identify themselves as Scouts BSA/Cub Scouts or as a troop/pack participate in The Salvation Army's Christmas Bell Ringing program. This would be raising money for another organization. At no time are units permitted to solicit contributions for unit programs.



# Individual Youth Accounts

A Scout is thrifty. Learning to manage money is one of the ways Scouting prepare youth for life. Budgeting and earning money to accomplish goals through an approved council or unit project helps Scouts develop self-reliance and personal finance management skills. Unit fundraising designed to make Scouting affordable is a fundamental part of Scouts “earning their way.”

Private benefit rules of the Internal Revenue Service prohibit those involved in nonprofit fundraising from receiving a substantial personal benefit for their efforts. Some practices where dollar-for-dollar credit is provided for the sole use of the person who sold products based upon the amount sold could violate the private benefit prohibition. While the BSA has not endorsed “Individual Scout Accounts” for the personal benefit of individual Scouts who participate in fundraising because of the IRS rules, unit fundraising designed to make Scouting affordable is a fundamental part of Scouts “earning their way.”

Funds raised by the unit from product sales belong to the unit. They may not be transferred to the Scout or another unit but may be reassigned to units sponsored by the same chartered organization, such as when a Scout moves from Cub Scouts to Scouts BSA or Scouts BSA to Venturing. The unit committee is responsible for expenditures from unit funds for the benefit of the unit. Unit funds may be used to reduce the cost of participation. This would include the cost of attending camp or obtaining uniforms or paying annual registration fees. Funds may be used to provide financial assistance for awards to individual Scouts based upon their level of participation generally or in specific activities benefiting the unit, chartered organization or community, attendance, advancement, or need. Unit funds may be used to buy equipment for the unit or any other legitimate need.



# Sales Strategy

- 1) **Set a unit sales goal and break it down by Scout!** Parents will support a fundraiser if there is a clear, concise goal and reason (i.e., summer camp, day camp, equipment, trailer, pinewood derby track, etc.). Best methods show that a unit should establish a unit goal and then develop a per Scout expectation.
- 2) **Start with your families!** Each family should be encouraged to purchase sell to family 5-10 cards (\$50-\$100). They can use a card each week and receive a 200% return on investment.
  - a. Scout can safely and confidently sell 5-10 cards to neighbors.
  - b. If your office or workplace allows sales bring your Scout to work one day or make a video/request board.
  - c. **Show and Sell!** Scouts should coordinate sale times in front of high-traffic areas (stores, banks, churches, etc.) Please be aware of the rules below for show and sales: Think about selling at your charter organization.
  - d. Contact Tracy Slice at 865-566-0642 to schedule sale times at **Food City**.
  - e. For other locations, please get in touch with the store manager. (Dicks Sporting Goods policy does not allow product sales or soliciting at stores)
  - f. **Prizes!** Units should consider and are encouraged to develop a fun and unique prize program to appeal to their scouts. Youth like prizes and recognition! (pizza party, toys, camping gear, etc.)
- 3) **Conduct an ENTHUSIASTIC Kickoff!** A dull and dreary sales pitch to the Scouts and families will result in dull and dreary commissions! Dream BIG!
- 4) **Clear expectations!** Be transparent with parents about how the money earned will be used. This is especially important if the money earned is being used for a big purchase. Don't underestimate your potential.
- 5) **Turn money in early!** Great Smoky Mountain Council will provide additional Cards to units turning in money. Any additional Cards requested will not exceed the number of cards the unit has paid for.
- 6) **Control your inventory!** You will also want the flexibility to provide additional cards to Scouts who are selling successfully. It would be best if you collected unsold cards from Scouts to redistribute them to scouts wishing to sell more.

**good luck!**





# 2024 Reservation Form

**Cards are available on Thursday, February 22 at the kick-offs.**

**RESERVE YOUR CARDS ONLINE visit**  
**[easttnscouts.org/campcards](http://easttnscouts.org/campcards)**  
**Or submit this form to Tracy Slice at:**  
**[Tracy.Slice@scouting.org](mailto:Tracy.Slice@scouting.org)**

**YES! Our unit wants to participate in the 2024 Sale!**

## Unit Information:

District: \_\_\_\_\_

Unit Type:  Pack  Troop  Crew/Ship  Post  Lab      Unit# \_\_\_\_\_

Unit Camp Card Contact: \_\_\_\_\_

E-mail: \_\_\_\_\_ Phone: \_\_\_\_\_

Unit Sales Goal\$ \_\_\_\_\_

How many cards would your unit like to order? \_\_\_\_\_

## Unit Leader Information:

Name: \_\_\_\_\_ Address: \_\_\_\_\_

City: \_\_\_\_\_ Zip: \_\_\_\_\_ CellPhone: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Please return to: Great Smoky Mountain Council, BSA, 1333 Old Weisgarber Rd, Knoxville, TN 37909, or scan and email [Tracy.Slice@scouting.org](mailto:Tracy.Slice@scouting.org). If you have any questions, please contact your District Executive or Nathan Cunningham at (865) 686-2353.