



**\$10**  
**CAMP CARD**

*We Change Lives*  
115th Anniversary Edition

Card offered for fundraising purposes only. Supports year-round Scouting Adventure. The individual selling this card receives no direct financial benefit.

# Camp Card Guidebook

# UNIT LEADERS GUIDE





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## What is the Camp Card Sale?

The \$10 Camp Card has four break-off tab coupons with more coupons on the back. Units participating in this program can earn up to \$5 for each \$10 Camp Card that they sell. The sale will begin March 30 and ends June 30.

## How the Camp Card Sale Works

- The Camp Card is designed to help units fund their way to great outdoor adventures.
- Each Camp Card sells for \$10.
- We have partnered with great businesses to provide useful and valuable discounts for the customer.
- Commissions from the sales are encouraged to be applied directly toward sending youth to Camp and funding unit Camp programs.
- NO RISK! Units can return any unsold cards.

## We're Selling Camping, Not Just Discount Cards

Ensure your families understand that they are selling character, they are selling a better community, and they are selling the benefits of the Unit attending summer camping programs; not just selling discount cards. Emphasize that each card sold helps a Unit go to camp. The secret to a successful sale is that people want to support Scouting and customers easily identify with camping.



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## District Contacts

### Canyons

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VACANT — DE

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VACANT — DE

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## Council Contacts

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Roslyn Rakosky—Field Assistant  
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## Camp Card Sales Timeline

Visit [www.ocbsa.org/campcard](http://www.ocbsa.org/campcard) for the latest calendar

- **Monday 3/30**—Camp Cards available for pickup (Service Center)
- **Tuesday 4/1**— Stater Brothers and Irvine Storefronts Start
- **Wednesday 4/8**—Camp Cards orders due for Roundtable Pickup
- **Thursday 4/9**—Unit Camp Card Distribution—at District Roundtables
- **Thursday 6/11**—Unit Camp Cards Collected at Roundtable (early close)
- **Friday 6/30**—Prize Orders Due Online
- **Friday 6/30**—Last Day to Return Cards (Service Center)
- **Friday 6/30**—Last day for Payment of cards sold (Service Center)

## Camp Card Chair Responsibilities

- Order your cards by contacting your District Executive/Camp Card Chair or Roslyn Rakosky at [roslynr@ocbsa.org](mailto:roslynr@ocbsa.org)
- Communicate the purpose of the Camp Card Sale and timeline to your Scouts and parents.
- Kick-off the Camp Card Sale at the unit level.
- Inspect, coach and praise your Scouts.
- Set a sales goal for your Scouts and unit.
- Collect all money and mail/turn-in \$5 for each card sold. No credit cards accepted for payment; checks preferred. Make checks payable to OCBSA.
- Return all unsold cards and Heroes and Helpers cards.

## Distribution and Closeout

- Distribution will be either at the Service Center or April Roundtable
- Initial Distribution is capped at the unit's previous year's sales or 5 cards per scout unless otherwise approved for more.
- If more cards are needed you will need to pay for 75% of the cards that have already been checked out. (example checked out 100 initially, will pay \$5 x 75 cards = \$375)
- Early closeout will be available at May Roundtable
- You can closeout anytime by mail or in-person at the Council Service Center before May 30.
- Closeout includes returning unsold cards and paying \$5 for each sold card.



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## How to Implement Camp Card Sales for Your Unit

- Determine NOW the Scouting Adventures your youth plan to participate in for 2026-2027.
- Set an overall unit sales goal.
- Determine the number of active youth in your program.
- Set a per youth sales goal.
- Communicate unit needs clearly with each youth and parent.
- Explain how the sale of Camp Cards teaches youth the value of earning their own way.
- Explain exactly where the unit plans to allocate the revenue generated from the sales. (i.e. camping fees, prizes, uniforms, parties, etc.)
- Communicate the Camp Card calendar clearly with all youth and parents.
- Have a kick-off for your unit.
- Have turn-in dates for money and unsold Camp Cards.

## Commission (The Breakdown of the \$10)

- For each card that the unit sells, that unit will keep \$5.
- The unit will pay council the other \$5 for each card that they sell.
- The \$5 that the council collects goes towards the prizes that are awarded and help fund all council camps.

## Return Policy

Units can return unsold Camp Cards checked-out without penalty. Unreturned Cards will be charged to the Unit at \$5 a card (including lost cards). Incentives will not be approved until the Unit Account is resolved.

## Closing Your Account

Your account is closed when all the money for the Camp Cards sold and all remaining cards are returned to your District Camp Card Chair or to Council. Unit will pay council \$5 a card for each card that they sell. Accounts must be paid in full by May 30, 2025 for incentive orders to be approved.

## Rewards

Rewards will be entered online at [ocbsa.org/campcard](https://ocbsa.org/campcard)



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## How to Sell Camp Cards

Your job as Camp Card Chair is to teach Scouts how to sell. To get there, your team needs to employ all 4 sales methods. Create a plan and train your Scouts in all four methods; this will give you the best results. You'll get tips and great ideas on bestselling practices when you attend any of the training sessions.

### Door to Door

Take your Cards for a trip around the neighborhood. Highlight the great coupons. Also, encourage them to buy several cards because some of the coupon offers are one time use and they may want more. Let them know that your Unit is trying to earn their way to camp.

### Sell Online

Scouts can sell Camp Cards online by sharing a link to an online store. The customer will have the option while checking out to write in the Scouts name and Unit. The unit will receive \$5 in commissions for every online sale. At the end of the sale, the Orange County Council will credit the Unit's Account with their commission and let the Unit Camp Card Chair know which scouts made online sales. Cards will be mailed out weekly. **Please make sure the customer puts the Scouts name and Unit during checkout—this is the only way we know to give the Scout credit.**

<https://scoutingevent.com/039-CampCards2026>

### Storefront

Setup a sales booth and sell Camp Cards on the spot. This can be an effective approach in the right location at the right time, but don't hang your hat on this approach alone.

Council has booked Stater Bros and Irvine Property locations for April and May. Signups will be at [ocbsa.org/campcard](http://ocbsa.org/campcard).

Units may book directly with other locations as desired. A popular location tends to be Smart and Final as they support scouting and are on the card.

Focus on multiple locations over the course of a couple of days. (Bringing a display/posters of scouting activities you have done helps the sale)

### Family and Friends

Bring your cards to family or friends. Let them know that by purchasing the card that they are supporting your scouting unit and get lots of great discounts. For the Family and Friends that you cannot reach in person or to reach those on social media, use the Online Selling method and Council will mail them a Camp Card.



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## Heroes and Helpers

- Someone may now purchase a Camp Card that can be donated to a Hero or Helper in the community.
- The Orange County Council will coordinate the delivery of Camp Cards to heroes at the end of the sale.
- The unit will earn \$5 commission for every Hero and Helper donation that they get.
- The cards that are donated will count towards that scout's eligibility in our rewards program.
- During the closeout process, the unit will let Council know how many of the returned cards are to be donated.
- The unit may also choose to donate it to a hero/helper of their choice.

## Entertainment Website

- The Camp Card will have a code on it to use for access to the Entertainment: Coupons & Deals website.
- This code will give a user access to over 500,000 coupons at 40,000 local merchants served in over 10,000 cities.
- This is a great selling point of the card to those friends and family that are outside of our community.
- 25 uses per code.



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## Entertainment Activation

On the back of the card is a code that will be used to activate your membership.

- 1) Go to [www.bsacampcard.com](http://www.bsacampcard.com)
- 2) Tap/Click on Register Now!
- 3) Enter your code and follow prompts to input your login information.
- 4) Browse and use coupons!

Code is located here

Below is an example of a previous year's card:

The image shows a sample Camp Card with several coupons and a code. A red arrow points from the text 'Code is located here' to a red circle around the code '00000000' on the card. The coupons include:

- Buffalo Wild Wings:** 10% OFF Entire Check. Excludes alcohol. Buena Park - Downtown, Mission Viejo - Kaleidoscope Aline Viejo - Seven Center, Orange - Quillets, Huntington Beach - Bella Terra.
- Medieval Times:** \$20 OFF Regular Adult Admission, \$6 OFF Regular Child Admission. Call 1-888-935-6878. Ask for code: CAMPCARDVCC. www.medievaltimes.com
- Carl's Jr.:** BUY ONE Western Bacon Cheeseburger at regular price get one FREE. Valid at participating locations only! Code: 9883
- Papa John's:** 30% OFF regular menu priced items. Valid at participating locations only.
- Aquarium of The Pacific:** \$2.00 OFF Admission. Discount valid for full admission only. Not valid for outdoor admission. Subject to availability. Reservations may be required. Please check website for current information. Up to four (4) tickets may be purchased for \$2 off adult admission and \$2 off child admission at Aquarium ticket window only. One use valid per card per day. Offer cannot be applied toward other Aquarium programs, pre-booked ticket sales, or combined with any other discount or offers. Non-transferable. Not valid at off-site locations. Sale or distribution of this discount on the internet or on Aquarium grounds is prohibited. No mobile versions accepted. No cash value. Price subject to change. Valid through 12/31/2021. Code: G-8922.
- Big 5 Sporting Goods:** 20% OFF REGULAR PRICED ITEMS & 10% OFF SALE PRICED ITEMS. See Big5.com/exclusions or store for exclusions, including bulk orders, gift cards, licenses, clearance hot price shoes, Super Value Prices, firearms, ammo, Columbia, Columbia, Titleist, Jansport, Under Armour apparel/accessories/boots, and stars and stripes canopy. Limited to one use. Not applicable to other coupons or prior purchases. Not redeemable for cash or cash equivalent. In-stock items only. Multi-items discounts apportioned to items on a pro-rata basis. Valid from 3/1/2021-9/30/2021.
- Entertainment:** powered by Entertainment. Get 100s of local 2-for-1 and 50% off coupons! Includes over 500,000 locations nationwide. Coupons available on your phone and online. Big savings on travel and at online stores! 1. Visit: [www.bsacampcard.com](http://www.bsacampcard.com) for sign-in and access code: (00000000). Start Saving! Expires: 12/31/21.
- Ralphs:** Dickey's Flame Broiler, Jiffy Lube. Merchants subject to change and participating locations and expiration may vary. ©2021 HSP EPI Acquisition, LLC dba Entertainment® Printed in U.S.A.

Present card at time of purchase. Not valid with any other offer or discount. One coupon per person per visit. No verbal agreements accepted. Valid only at participating locations. Card expires 12/31/2021 unless otherwise noted. All trademarks are property of their respective owners. The Boy Scouts of America does not endorse or sponsor any of the merchants or products listed on this card. Terms and conditions may apply for participating merchants.



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## Sales Techniques for Scouts

Don't miss the opportunity to use the Camp Card sale to train your Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort and your sales will improve.

Have your Scouts practice these simple steps:

- Wear your uniform.
- Smile and tell them who you are—first name only!
- Tell them where you are from (unit within Scouting).
- Tell them what you are doing (going Camping).
- Tell them what they can do to help (save money with the Camp Card).
- Ask them if they would like to buy more than one.
- Close the sale and thank them (whether they buy one or not).

## Safety & Courtesy

- Wash hands or use hand sanitizer often while selling.
- Sell with another Scout and 2 adults or just by yourself with a parent.
- Never enter anyone's home.
- Never sell after dark, unless you are with an adult.
- Don't carry large amounts of cash.
- Always walk on the sidewalk or driveway.
- Say Thank You whether or not the prospect buys a Camp Card



## 2026 Rewards Program

Scouts can earn camping opportunities and amazon gift cards for selling lots of Camp Cards. The Scouts earn 1 gift card for each level that they reach. If they reach the 150+ level then they will earn both the \$10 and \$50 gift card.

### Strive for 25

For every 25 Camp Cards an individual youth members sells, he or she will receive one entry into one of our weekly drawings for a \$50 voucher to activities and programs at the Irvine Ranch Outdoor Education Center, Newport Sea Base, or Oso Lake Scout Camp. Drawings are held on Thursdays starting 4/30/26 and ending 6/25/26. On 6/30/26 we will have a Mega Drawing for a \$250 voucher.

Send entries to: [roslynr@ocbsa.org](mailto:roslynr@ocbsa.org)

### NEW! TOP PRIZE

Any Scout who sells 500+ camp cards will receive a Nintendo Switch

### 40+ Camp Cards



### 150+ Camp Cards

