

2017 Unit Camp Card Chair Job Description
Circle Ten Council, BSA

1. Ensure your unit is signed up for the 2017 Camp Card Sale by February 3rd
2. Attend the Council Camp Card Kickoff on February 9th and hear information on:
 - a. Setting your unit's "sales calendar and schedule"
 - b. How to set a challenging sales goal for your unit that pays for the unit's camp and program needs and ENTHUSIASTICALLY promote the sale – to both youth and parents
 - c. Understanding and communicating the impact your unit's participation has on Scouting at all levels (Boy/Parent level, Unit level, and Council level)
 - d. Understanding the sale deadlines, unit incentives, youth incentives, and how to fill out the paperwork/tracking forms
 - e. Setting up locations for the unit to sell Camp Cards and encouraging door-to-door sales
3. Teach and practice the sales script with your Scouts. Use the Michael Beck sales training techniques
4. Reconcile unit account by May 12th.

This includes:

 - a. Collecting all money for cards sold
 - b. Collecting all unsold cards
 - c. Ensuring everything is turned in on time to Circle Ten Council

Reminder! Your unit keeps the commission on the front end; 100% of unsold cards must be collected and turned in with payment; units are responsible for payment of any unsold cards not returned.

All Camp Card materials can be found at
<http://circleten.org/camp-card>