

2016 Discount Card Campaign

COMMUNITY DISCOUNT CARD

\$10 The Fundraiser that makes Dollars and Sense **\$10**
 NEED A FUNDRAISER? 1-800-974-6275 • WWW.CDCCARD.COM

SUBWAY FREE REG. 6" SUB Buy 1 Regular 6" Sub at reg. price, get 2nd Reg. 6" Sub of equal or lesser value FREE! With purchase of a large drink. Excludes Soule Meats & Premium Subs. 7275 Boulder Street, Highland 4130 East Highland, Highland 27923 Greenspot Rd, Highland (in Lowe's Center) 28936 Greenspot Road, Highland	cuca's MEXICAN FOODS FREE BEAN & CHEESE BURRITO Buy one Bean & Cheese Burrito, Get One FREE with the purchase of a Medium Beverage. 3644 East Highland Avenue, Highland 527 East State Street, Redlands	baskin-Robbins FREE KIDS SCOOP Buy a 2 Scoop Sundae at regular price, get a Kids Scoop Cone Cup FREE! 7247 Boulder, Highland
Jack In the Box FREE BURGER Buy one burger at regular price, get 2nd of same burger FREE! In the Box: With the purchase of a large drink or large regular fries or large curly fries. OR: \$1.00 OFF Any combo purchase. 3653 East Highland Avenue, Highland 1605 East Highland Avenue, San Bernardino	Little Caesars \$1.00 OFF Any Combo Meal #1 thru #10 at reg. price. Valid only at this location: 27879 Baseline St., Highland	Carls Jr. SPECIAL: Spicy Chicken Combo (small) for \$2.99. Code #6757. 7261 Boulder Avenue, Highland
Jack In the Box FREE CRAZY BREAD With purchase of any Deep/Deep! Dish pizza at regular price. 525-B W. Highland Ave., SB • 909.682.6200 27194 Baseline Rd., Highland • 909.864.5933	Wendy's FREE ORIGINAL CHILI DOG Buy one Original Chili Dog at reg. price, get 2nd of same FREE! With the purchase of a medium drink. 1 per visit. Coupon #205. 2565 East Highland Avenue, Highland	active 20% OFF One Regular Priced Active Clothing Item. Valid on Active Brand Clothing only. 3626 Riverside Plaza Drive #M-4, Riverside

Continuous Discounts Valid Through 12/31/2016
 OFFERS VALID WITH THIS CARD. NOT VALID WITH ANY OTHER OFFERS OR SPECIALS. LIMIT ONE OFFER PER CARD PER PERSON PER DAY. NOT TRANSFERABLE.
 OFFERS SUBJECT TO CHANGE WITHOUT NOTICE. OFFERS EXPIRE 12/31/2016



Giuseppe's \$4 OFF Duke's Duo or Duke's Deluxe. Valid for up to 4 per card. Max (1) offer per card per day. 3500 Polk Street, Riverside	CAFE PIZZERIA FREE LARGE PIZZA Buy one large 1 topping pizza at reg. price, get one of equal or lesser value FREE! Dine-In or Pick-Up only. Not valid on delivery. 951-889-3500. 7201 Arlington Avenue, Riverside	MANA 78 SPECIAL: Buy 1 Adult Day Pass and get 1 of equal or lesser value FREE! Buy 1 Adult Intro Package at reg. price and get 1 of same FREE! \$25 Off a Party. Minimum of 8 People. 6935 Arlington, Riverside 2111 Iowa Avenue #A, Riverside
Wendy's FREE CHILI DOG Buy one regular Chili Dog at regular price. Get one FREE! Coupon Code # 205 5775 Van Buren Blvd., Riverside	Pollo Loco FREE 2 PIECE MEAL Buy one 2 Piece Meal Combo with an additional drink, get a 2 Piece Meal FREE! 5501 Van Buren Ave., Riverside	jiffy lube \$10 OFF Jiffy Lube® Signature Service Oil Change. Not valid with any other offer or promotion. 10% OFF Additional services. Code: 10PCDC 3693 La Sierra Avenue, Riverside
Valvoline \$10 OFF ANY FULL SERVICE OIL CHANGE OFF REGULAR PRICE \$1.49 has waste fee applies. Additional cost for premium oil filter. Not valid with any same service coupon. Code: SCH10 3335 Iowa Ave./16681 Van Buren Blvd., Riverside 7450 Mission Grove Pkwy South, Riverside 3417 Arlington/3504 Central Ave., Riverside 3335 Iowa Ave./7167 Arlington Ave., Riverside	ROLLER CITY 2001 FREE ADMISSION Buy one at regular price, get one free! Valid on Public Sessions Only. Skate rental extra. Not valid with special events. Limit 1 per person. 10765 Magnolia St., Riverside (951) 688-4145	10% OFF FREE SKATE RENTAL With paid admission. Public session only. Limit 2 per card. Cannot be combined with any other offer or discount. www.rollercity.com 10540 Magnolia, Riverside • 951.637.3070
Little Caesars FREE CRAZY BREAD With purchase of any Deep/Deep! Dish pizza at regular price. 1766 University Ave., Riverside • 951.680.0707 8916 Limonite Ave., Riverside • 951.685.5704 19069 Van Buren, Riverside • 951.789.4856 10324 Arlington, Riverside • 951.765.1355 6265 Magnolia Ave., Riverside • 951.752.9436 8610 California Ave., Riverside • 951.688.9900	active 20% OFF One Regular Priced Active Clothing Item. Valid on Active Brand Clothing only. 3626 Riverside Plaza Drive #M-4, Riverside	Jack In the Box 2 FREE REG. TACOS With any purchase. 1 per visit. 7810 Lincoln Ave., Riverside
ARLINGTON LANES BOWLING FREE Buy one game, get one FREE! Not valid for league play or Fri. & Sat. after 6pm. Up to 3 games. Valid for cardholder only. 7100 Arlington Avenue, Riverside	Fantastic Sams \$2 OFF Any Adult haircut at regular price. 2255 Van Buren Avenue, Riverside 321 East Alessandro, Riverside 3297 Arlington Ave./3300 La Sierra, Riverside 17069 Van Buren Blvd., Riverside	Jack In the Box FREE 12oz FRESH SQUEEZED LEMONADE With purchase of any 2 or more food items at reg. price. 1 free Lemonade per customer. Galleria at Tyler

Unit Leader's Guide

California Inland Empire Council Boy Scouts of America

HELP SCOUTS EARN THEIR WAY TO CAMP

CAMP CARD

www.bsa-ciec.org

California Inland Empire Council

BOY SCOUTS OF AMERICA

1230 Indiana Court, Redlands, CA 92374
 PO Box 8910 • (909) 793-2463 **\$10**

2016 CIEC Camp Card Campaign



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THE CAMP CARD SALE

The Camp Card initiative is designed to help Scouts and Explorers pay for their annual program including Super activities/competitions, Scout resident camp, high adventure or Cub Day camp/twilight camp. Units participating in this program will earn 45% commission (\$4.50) for each \$10 Card they sell. The sale begins Monday, February 1 and will end on Tuesday, May 31. Return what you don't sell! A \$50 deposit is required prior to receiving the cards and will be applied towards your closing balance if all unsold cards are returned by May 31.

CAMP CARD REPRESENTATIVE

Each unit appoints one leader to oversee the CAMP CARD sales.

Camp Card Representative Responsibilities

Communicate the purpose and timeline of the CAMP CARD sale to Scouts/Explorers and parents.

Kick-off the CAMP CARD sale with a sales kit and a minimum of 20 cards.

Inspect, coach and praise your Scouts/Explorers.

Collect all money and return the amount due to Council on time.

HAVE FUN!

Unit's Ultimate Goal

Get 100% of your youth to have a summer experience.

The CAMP CARD reflects real value for scouts and units. The table below

Item	Cost	# of Cards Needed to Sell
Uniform	\$45-\$80	10-18 Cards
Cub Scout Day Camp	\$40-\$65	10-15 Cards
Camp Wiley (C.S. Resident Camp)	\$210	47 Cards
Camp Emerson (B.S. Resident Camp)	\$350	78 Cards
Philmont (Approx)	\$725	161 Cards
New Camp Trailer	\$5,000	1,112 Cards

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Real-World Career Experiences
Exploring®

GOAL SETTING:

Unit Goal:	\$4,500
# Scouts:	50
# Cards per Scout:	20
Total Cards	1,000
Total Sales	\$10,000
Unit Commission	\$4,500

- Establish a per Scout Goal to achieve Unit Objective.
- Schedule sales dates and times in prominent locations (banks, restaurants, grocery stores, etc.).
- Remember....in the end, the customer is investing in a Scout, not necessarily what's on the card.
- Return all Cards on Time!

YOUR Unit Kickoff

At a unit meeting, show excitement in the introduction of the New **CAMP CARD**. Get Scouts interested about camps and get parents informed about why their Scout should attend camp. Get thrilled about selling CAMP CARDS and receiving 45% commission.

How can you ensure a successful kick-off?

1. Make sure the Kick-Off is properly promoted through e-mail, letters home, and phone calls.
2. Review the presentation with your Leaders prior to the meeting and plan each selling opportunity.
3. Be prepared to talk about summer camp opportunities.
4. Review sales goal and family expectations.
5. Have snacks, soft drinks and music!
6. Make sure every Scout gets a sales kit with CAMP CARDS.
7. Keep it short and enthusiasm high.

CAMP CARD Kick Off Agenda

1. Grand Opening with music, cheers and excitement.
2. Check out a sales kit to every Scout/Explorer with at least 20 cards.
3. Review Summer Program opportunities.
4. Review Sales Goal and Explain Key Dates.
5. Sellers Training: Role play sales Do's and Don'ts.
6. **BIG FINISH:** Challenge your youth and send everyone home motivated to SELL!!

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HOW TO SELL CAMP CARDS

Unit CAMP CARD Chairs teach youth how to sell in a courteous and positive manner. To get there, your team needs to employ all 4 sale methods below. Create a plan and train your youth in these areas. If you do this you will sell TON'S of CAMP CARDS.

- 1. Show and Sell:** ASK storefronts for permission to sell and set up a booth for your unit to make money to go to Camp. This can be an effective approach in the right location, but DO NOT let this be your only method. Spread out, find many locations!
- 2. Sell To Family & Friends:** Sell the CAMP CARDS to family members, Cousins, Aunts, Uncles, Mom, Dad, Grandma, Grandpas and your friends!
- 3. Door to Door:** Take your SALES KIT and Cards for a trip around the neighborhood. **Make it FUN!**
- 4. Sell at Work:** Put your Mom and Dad or other family members to work, have them sell Camp Cards. Take a Sales Kit to work.

SAFETY AND COURTESY

Be sure to review these safety and courtesy tips with your youth and Parents!
Sell with another Scout/Explorer or with an Adult (Follow Youth Protection Guidelines)

- Never enter anyone's home.***
- Never sell after dark, unless with adults***
- Don't carry large amounts of cash***
- Always walk on the sidewalk and driveway***
- Be careful of dogs while selling***
- Always say Thank You, even if you don't get the sale***

SELLING TECHNIQUES for SCOUTS & EXPLORERS

Don't miss the opportunity to use the CAMP CARD sale to train your youth in public speaking, sales and service.
Your youth and Parents will appreciate the effort and your sales will improve.

Have your youth role play and practice these simple steps.

- Wear your Class A uniform***
- Smile and tell them who you are (what unit)***
- Tell them how they are helping you (by purchasing this Camp Card they are helping you have a summer experience)***
- Tell them the Camp Card will save them Money***
- Close the sale and try to sell them more than one card***

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COUNCIL TOP SELLERS:

For all Scouts and Explores who sell at least 100 cards, they will be placed into a drawing where 5 youth will earn their choice of:

- \$50 American Express Gift Card
- 2016 Day Camp Certificate
- 50% Off 2016 Camp Wiley or Camp Emerson
- 4 Movie Tickets

To be eligible, entries must be submitted by May 31:

Official Entry Form

Youth Name: _____ **Unit Type and #:** _____

Phone Number: (____) _____ **District:** _____

Email: _____

How many cards sold: _____

Send Completed Entry form to "CIEC" either by:
Mail: CIEC P.O.BOX 8910 Redlands, CA 92375-2110
Email: michelle.brown@scouting.org
Fax: (909) 793-0306

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KEY DATES TO REMEMBER

- February 2** Campaign Begins. Complete request form and turn in with \$50 Deposit to michelle.brown@scouting.org or fax to 909-793-0306
- May 31** Campaign Ends. All Cards not returned by 5:00 PM will be deemed as “sold”, and unit will owe balance of checked out cards.
- June 17** Units who have not paid off balance will lose \$50 deposit

Unit Leaders and Parents

Help the boys earn their way encouraging all Scouts to sell. This is a learning experience for the boys as part of the Scouting program. This provides wonderful confidence and communication skills as they learn to work toward a goal, meet the public, explain themselves, and to personally take charge. As parents you don't run on the field to play the soccer game for them; please don't “sell” this for them. Give them some training, practice the approach, and encourage the boys to be successful. Boy Scouts, Venturers, and Explorers should not have a problem with this. Cubs can be very effective, too. These can be sold door to door or at work. Effective units have established a blitz for a neighborhood as part of the unit activity. The boys may wear the Class “A” uniform. No Money Earning Application needs to be filed.

These cards are at a very generous discount. The vendors will be tracking the redemption rate closely, SO IT IS VERY IMPORTANT that every card be accounted for! They are glad to help the Boy Scouts but are concerned about these cards being mismanaged. Please closely audit them.

******IRS and Boy Accounts******

IRS regulations prohibit the use of separate accounts for individual youth. Under their regulations youth selling a product ‘just’ for their own benefit is treated as income. Be mindful of the following as you develop your fundraising incentives:

- Proceeds received by the unit are non-transferable. The youth may not ‘cash out’ as they leave the unit.
- Proceeds are not ‘tracked’ as owned by the individual youth. The IRS rules read “the income from product sales does not become the property of the individual member.”
- Funding the cost of family members who are not required as chaperones is not allowed (it becomes a private benefit).
- Youth may not be reimbursed for expenses or experiences. Travel events need to be unit hosted and funded by the unit if paid from the Unit Account.

**THANK YOU FOR YOUR PARTICIPATION IN OUR
2016 CAMP CARD SALE**

COMMUNITY DISCOUNT CARD

The Fund Raiser that makes Dollars *and* Sense

EXTRA CARDS MAY BE ORDERED/SOLD FOR ANY OF THESE AREAS!

- Agoura Hills
- Alhambra
- Aliso Viejo
- Alta Loma
- Anaheim, West/East
- Anaheim Hills
- Apple Valley
- Arcadia
- Artesia
- Azusa
- Bakersfield
- Baldwin Park
- Banning
- Beaumont
- Bell Gardens
- Bellflower
- Bonsall
- Boyle Heights
- Brea
- Buena Park
- Bullhead City, AZ
- Burbank
- Calabasas
- Calxico
- Calumesa
- Canoga Park
- Canyon Country
- Carlsbad
- Carson
- Castroville
- Cathedral City
- Ceres
- Cerritos
- Chatsworth
- Chino
- Chino Hills
- Chula Vista
- City of Industry
- Clairemont
- Claremont
- Coachella
- Colton
- Compton
- Corona
- Corona Del Mar
- Costa Mesa
- Covina
- Culver City
- Cypress
- Dana Point
- Danville
- Desert Hot Springs
- Diamond Bar
- Downey
- Duarte
- Eagle Rock
- Eastvale
- East Los Angeles
- El Cajon
- El Centro
- El Monte
- El Segundo
- Escondido
- Fallbrook
- Fontana
- Fountain Valley
- Fort Mohave, AZ
- Fullerton
- Garden Grove, West/East
- Gardena
- Glendale
- Glendora
- Goleta
- Granada Hills
- Grand Terrace
- Hacienda Heights
- Harbor City
- Hawthorne
- Hayward
- Hemet
- Hesperia
- Highland
- Highland Park
- Hollywood
- Huntington Beach
- Huntington Park
- Indio
- Inglewood
- Irvine
- Kearny Mesa
- Kingman, AZ
- La Canada
- La Crescenta
- La Habra
- La Mesa
- La Mirada
- La Palma
- La Puente
- La Quinta
- La Verne
- Ladera Ranch
- Laguna Hills
- Laguna Niguel
- Lake Elsinore
- Lake Forest
- Lakeside
- Lakewood
- Lancaster
- Las Vegas, NV
- Lawndale
- Lemon Grove
- Lomita
- Long Beach, East/West
- Los Alamitos
- Los Angeles
- Lynwood
- Madera
- Manhattan Beach
- Marina
- Marina Del Rey
- Menifee
- Milpitas
- Mira Loma
- Mission Viejo
- Modesto
- Monrovia
- Montebello
- Monterey
- Monterey Park
- Moreno Valley
- Murrieta
- National City
- Newhall
- Newport Beach
- Norco
- North Hollywood
- Northridge
- Norwalk
- Oak Park
- Oceanside
- Ontario
- Orange
- Oxnard
- Pahrump, NV
- Palm Desert
- Palm Springs
- Palmdale
- Panorama City
- Paramount
- Pasadena
- Paso Robles
- Perris
- Pico Rivera
- Placentia
- Pomona
- Poway
- Quartz Hill
- Ramona
- Rancho Cucamonga
- Rancho Palos Verdes
- Rancho Santa Marg.
- Redlands
- Redondo Beach
- Reseda
- Rialto
- Riverside
- Rosamond
- Rosemead
- Roseville
- Rowland Heights
- Sacramento
- Salinas
- San Bernardino
- San Clemente
- San Diego
- San Dumas
- San Fernando
- San Gabriel
- San Jacinto
- San Jose
- San Juan Capistrano
- San Leandro
- San Luis Obispo
- San Marcos
- San Pedro
- San Ramon
- Santa Ana
- Santa Barbara
- Santa Clarita
- Sante Fe Springs
- Santa Maria
- Santa Monica
- Santa Paula
- Santee
- Saugus
- Seal Beach
- Seaside
- Sherman Oaks
- Simi Valley
- South El Monte
- South Gate
- South Pasadena
- Spring Valley
- Stevenson Ranch
- Sunland
- Sun City
- Sun Valley
- Sylmar
- Tarzana
- Temecula
- Temple City
- Thousand Oaks
- Torrance
- Tujunga
- Tulare
- Tustin
- Upland
- Valencia
- Van Nuys
- Ventura
- Victorville
- Visalia
- Vista
- Walnut
- West Covina
- West Hills
- Westlake Village
- Westminster
- Whittier
- Wildomar
- Wilmington
- Winnetka
- Woodland Hills
- Yorba Linda
- Yucaipa
- Yucca Valley