



# 2019 Denver Area Council Camp Card Sale

**Tobin Truslow - Camp Card Staff Advisor**

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# How the Sale Works

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**We're selling camp not just a discount card!**

- ❖ Scouts earn their way to 2019 Camp Programs
- ❖ \$5 Camp Card with multiple food, entertainment & service coupons good until 12/31/19, unless otherwise noted.
- ❖ Units can use the money for camp or unit needs.
- ❖ Earn up to 50% Commission or \$2.50 per card.

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# 2019 Camp Card

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**30% OFF**  
PURCHASE OF  
REGULAR & CLEARANCE  
MERCHANDISE

ONE TIME USE. COLEMAN OUTLET IN  
CASTLE ROCK OR THORNTON, CO.  
EXPIRES 10/31/19

**CAMP CARD** **\$5**

CARD ALLOWS FAMILY ADMITTANCE TO THE 2019 SCOUT SHOW ON APRIL 27TH AT THE NATIONAL WESTERN STOCK  
SHOW COMPLEX. (SCOUTS IN UNIFORM ARE FREE) VISIT [WWW.DENVERBOYSCOUTS.ORG/SCOUTSHOW](http://WWW.DENVERBOYSCOUTS.ORG/SCOUTSHOW) FOR DETAILS

**SCOUT ME IN**  
  
**EXPLORING**  
DISCOVER YOUR FUTURE  
**VENTURING**

10455 W. 6th Avenue, Denver, CO 80215  
303.455.5522 | [denverboyscouts.org](http://denverboyscouts.org)  
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. TM & © BOY SCOUTS OF AMERICA®

**COUPON CARD**  
**\$10 OFF**  
TAKE  
your purchase  
of \$50 or more\*

**DICK'S TEAM SPORTS HQ**  
TO LEARN MORE ABOUT HOW  
DICK'S SUPPORTS SPORTS LEAGUES,  
VISIT [DICKS.COM/TSHQ](http://DICKS.COM/TSHQ)  
TAKE \$10 OFF YOUR PURCHASE OF \$50 OR MORE  
ON ANY TEAM SPORTS LEAGUE. This offer is valid on  
any purchase of \$50 or more. Includes team uniforms, equipment,  
team discounts, or used by gift cards, licenses or previously purchased merchandise.  
Excludes alcohol, tobacco, food, and other items. Limit one per customer. Offer good while  
supplies last. Offer may result in an adjusted refund amount. Excludes Dick's Team Sports HQ  
in Castle Rock and Thornton, CO. Some restrictions apply. See store and Dick's Team Sports HQ  
for details. Valid 2019 through 10/31/20.

**PAPA JOHN'S**  
LOCALLY OWNED  
& OPERATED  
BUY ANY LARGE PIZZA AT  
REGULAR MENU PRICE, GET  
ONE OF EQUAL OR LESSER  
VALUE FREE!  
CODE: **6OFF** - VALID AT  
PARTICIPATING LOCATIONS ONLY

**GREASE MONKEY**  
Preventive Maintenance Pro  
**\$6 OFF**  
ANY FULL SERVICE

**Jersey Mike's**  
SUBS  
BUY A REGULAR SUB & (2) 22  
OZ. DRINKS GET A REGULAR  
SUB AT EQUAL OR LESSER  
VALUE FREE  
VALID AT PARTICIPATING LOCATIONS ONLY

**COLORADO  
ADVENTURE POINT**  
discover. learn. create.  
**\$35 OFF**  
STEM CAMP  
[WWW.COLORADOADVENTUREPOINT.ORG](http://WWW.COLORADOADVENTUREPOINT.ORG)

**Carl's Jr.**  
BUY ONE  
Single Western Bacon  
Cheeseburger Combo  
and get a  
**FREE**  
Single Western  
Bacon Cheeseburger

**cicis**  
BEYOND PIZZA  
Buy ONE Buffet  
get one FREE  
(equal or lesser value) with the purchase of  
2 beverages. Limit 1 per party per visit per day

**ZIPLINE**  
**\$25 OFF**  
A ZIPLINE ADVENTURE  
Reservations required. Must weigh  
less than 225 lbs and in good physical  
condition. Must be at least 5 years of age.  
Not valid with any other offers.

**DICKEY'S**  
BARBECUE PIT  
25% OFF  
ENTIRE GUEST CHECK  
PROMO CODE: **25OFF**

**25% OFF**  
CAMPING  
EQUIPMENT  
ONLY USABLE ONCE AT THE BOY SCOUT  
SHOP FOR IN-STOCK ITEMS ONLY. CANNOT BE  
COMBINED WITH OTHER DISCOUNTS.

**menchie's**  
BUY ONE YOGURT AT REGULAR  
PRICE GET ONE OF EQUAL OR  
LESSER VALUE FREE!  
YOGURT ONLY. VALID AT PARTICIPATING  
MENCHIE'S LOCATIONS ONLY

**UP TO 25%  
OFF**  
SELECT AVALANCHE HOME GAMES  
FOR THE 2018-2019 SEASON\*  
2/20, 2/25, 2/27, 3/11, 4/2  
[HTTPS://AVALANCHEHOMEGAMES.COM/BOYSOUTS](http://HTTPS://AVALANCHEHOMEGAMES.COM/BOYSOUTS)  
\*RESTRICTIONS APPLY

**BIG 5**  
SPORTING  
GOODS  
**\$10 off**  
**\$50 or more**  
purchase  
See [big5.com](http://big5.com) for exclusions or store for exclusions, including bulk orders, gift cards, licenses, Clearance  
Hot Pinks, Super Value Prices, Firearms, ammo, Columbia, Teflon, Transport, Under Armour apparel/  
accessories, boots and shoes and Stryker Canyon. Limited to one use. Not applicable to other companies or  
your purchases. Not redeemable for cash or cash equivalent. In-stock items only. Multi-item discounts  
applied to items on a per cart basis. Expires 12/31/19.

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# New Vendors

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## ❖ Carl's Jr.

- ❖ Buy one Single Western Bacon Cheeseburger Combo, get one free

## ❖ Dickey's Barbeque Pit

- ❖ 25% off entire guest check

## ❖ Avalanche

- ❖ 25% off select 2019 home games







# New Vendors

5

## ❖ Cici's Pizza

- ❖ Buy one buffet and two drinks, get second buffet free

## ❖ Scout Shop

- ❖ 25% off camping equipment

## ❖ Denver Zipline Tours

- ❖ 25% off a zipline adventure

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# Returning Vendors

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- ❖ Grease Monkey
- ❖ Papa John's
- ❖ Elitch Gardens
- ❖ Menchie's Frozen Yogurt
- ❖ Jersey Mike's
- ❖ Colorado Adventure Point
- ❖ Coleman
- ❖ Dick's Sporting Goods
- ❖ BIG 5





# Papa John's Pizza

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# Unit Commission

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- ❖ \$2.50 (50%) is the Maximum Commission
- ❖ You can earn commission in three ways:
  - ❖ \$.50 - Attend one *Camp Card Kickoff*
  - ❖ \$1.00 - Participate in the *2019 Scout Show* by hosting a unit booth
  - ❖ \$1.00 – *Settle unit account* and return unsold camp cards by May 24th







# Motivate Scouts to Sell

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Cards Sold	Prize
120	Any DAC Day Camp
200	50% off Scouts BSA Summer Camp
260	Magness Adventure Camp (1 Youth & 1 Adult) or STEM Camp
400	Camp Dietler, Dobbins, Tahosa Trek, Tahosa Adventure Trek, or Angel Fire
800	Cub Scout Day Camp & PlayStation or iPad or Nintendo Switch
1,000	Scouts BSA Camp & PlayStation or iPad or Nintendo Switch

❖ **TOP SELLER IN COUNCIL**

**4 FREE Tickets to an Avalanche Game**

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# 2019 Scout Show – Kathy Craig

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- ❖ Date: April 27<sup>th</sup>
- ❖ This counts towards your commission! \$1 per card IF your unit participates in a booth
- ❖ Camp Cards and money WILL NOT be collected at Scout Show





# Colorado Adventure Point

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# Unit Camp Card Kickoff

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- ❖ Throw a 30-Minute Fun-Filled Camp Card Kickoff:
  - ❖ Design your kickoff in advance
  - ❖ Make it engaging and upbeat
  - ❖ Reveal to parents what's in it for them
  - ❖ Include giveaways and prizes
  - ❖ Prepare your scouts
    - ❖ Role Play to practice the sales script
    - ❖ Help your Scouts gain the confidence to sell

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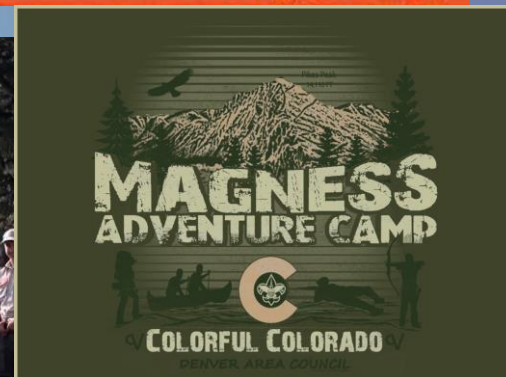






# Denver Area Council Camping Experience

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# Scout Shop: Camping Equipment

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# Scouts BSA

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Pack 419  
Lakewood Police Station Tour

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# Motivating Scouts

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# Top Selling Locations

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- 1) King Soopers
- 2) Community Colleges
- 3) Facebook and Social Media
- 4) Church
- 5) Work
- 6) Social Groups
- 7) Neighborhood Pop-up Stand
- 8) Grease Monkey
- 9) Local Businesses

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# Next Steps

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1. Discuss with District Camp Card Chair and/or District Professional how many cards to order for your unit. Keep it reasonable!
2. Reserve Scout Show Booth online
3. Plan your program and Set Goals
4. Build your best Camp Card Kickoff!
5. Constantly Communicate with Scouts *and* Parents
6. Return \$\$ and unsold Camp Cards by May 24!

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# Key Dates

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- ❖ February 20 – Sale Begins
- ❖ April 27 – Scout Show
- ❖ May 6 – Begin turning in money & unsold cards
- ❖ May 24 – Last day for Units to turn in money, unsold Camp Cards, and prize sheets
- ❖ May 31 – Announcement of Top Sellers

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# SUPPORT



# 30% OFF

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MERCHANDISE



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\$5

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MEMBERSHIP, SELLING THIS CARD WILL RECEIVE NO DIRECT FINANCIAL BENEFIT. TM & © SCOUTS OF AMERICA



# COUPON CARD

# \$10 OFF

your purchase  
of \$50 or more\*



POKED 7901

# DICK'S TEAM SPORTS HQ

TO LEARN MORE ABOUT HOW  
DICK'S SUPPORTS SPORTS TEAMS, VISIT  
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LOCALLY OWNED  
A CHICKASAW'S

BUY ANY LARGE PIZZA AT  
REGULAR MENU PRICE. GET  
ONE OF EQUAL OR LESSER  
VALUE FREE.

VALID AT  
PARTICIPATING LOCATIONS ONLY



Preventive Maintenance Plan

# \$6 OFF

ANY FULL SERVICE



BUY A REGULAR BACON & (2) 22  
OZ. DRINK & A REGULAR  
SUB AT EQUAL OR LESSER  
VALUE FREE

VALID AT PARTICIPATING LOCATIONS ONLY



discount team credit

# \$35 OFF

STEM CAMP

[WWW.EDMUNDSADVENTUREPOINT.COM](http://WWW.EDMUNDSADVENTUREPOINT.COM)



BUY ONE  
Single Western Bacon  
Cheddarburger Combo  
and get a  
FREE  
Single Western  
Bacon Cheeseburger



SAVE  
\$27  
OFF  
OF MAIN  
GATE  
PRICE

ONLINE ONLY  
GO TO [ELIOTRAMPOLINE.COM](http://ELIOTRAMPOLINE.COM)  
NOT VALID WITH ANY OTHER OFFER



BEYOND PIZZA

Buy One! Buffet  
get one FREE

Valid on all items already on the price list  
Excludes. Limit 1 per party and per day



\$25 OFF  
A ZIPLINE ADVENTURE

Reservations required. Not valid  
less than 24 hrs and on good physical  
condition. Must be at least 18 years of age.  
Not valid with any other offers.



25% OFF  
ENTIRE GUEST CHECK



25% OFF  
CAMPING  
EQUIPMENT

ONLY VALID ON THE 100 THORNTON SCOUT  
CAMP. NOT VALID ON CAMPING. CANNOT  
COMBINE WITH OTHER DISCOUNTS



BUY ONE YOGURT AT REGULAR  
PRICE GET ONE OF EQUAL OR  
LESSER VALUE FREE!

YOGURT MUST BE IN PLASTIC  
MEMBERSHIP LOCATIONS ONLY



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FOR THE 2018-2019 SEASON\*

2/20, 2/25, 2/27, 3/1, 4/2

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Presented card at time of purchase. Not valid with any other offer or discount. One coupon per person per visit. No retail agreements accepted. Valid only at participating locations. Expires 12/31/19 unless otherwise noted. All trademarks are property of their respective owners. The key Scouts of America does not endorse or sponsor any of the merchandise or products listed on this card. Terms and conditions may apply for participating merchants.

# SCOUTING

- ❖ A great way for customers to see the card and read the fine print.
- ❖ 36" x 24"
- ❖ \$35 each
- ❖ Available for pick up today





# Questions?

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