



2026 SCOUT CARD GUIDEBOOK



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Dear Scouting Leaders:

Thank you for the incredible leadership you provide to the youth of Greater LA Scouting. Your commitment to our youth is greatly appreciated by our entire Council leadership. We are pleased to share with you our annual "Scout Cards" fundraising initiative, that may be of interest to you and your Scout families. This important program is designed for three purposes: 1) To help your Scouts earn their way to summer camp, 2) offset the cost of Scouting and generate income for the unit, and 3) to generate income for needed programs and services provided to units by the Council. Scout Cards are a proven fundraiser and we encourage your unit's participation.

This year's card is the best ever with four breakoff tabs and great discounts all for the low cost of \$10.00 per card. The plan is simple and easy to execute and can allow your unit to earn thousands of dollars. You will be pleased to know, units participating in Scout Cards earn \$5.00 for each card sold. Yes, a 50% commission and the cost of the cards and work to partner with the community is all done by the Council. The Scout Card sale will run through June 1, 2026. Last year our Council generated \$70,330 in revenue for over 100 units allowing them to offset camp costs.

If you would like to learn more about Scout Cards, please contact your District Executive or check out the information on our website at www.campcards.org. On behalf of Greater LA Scouting, we look forward to your participation in this year's Scout Card program. Summer Camp is just around the corner, and we would love to see you and your Scouts at Hubert Eaton Scout Reservation, Cub Scout Camp, or at any of our Council's four great properties!



The Unit Kick-Off

Your Unit Kick-Off

The objectives of your Scout Card kick-off are simple:

- Get Scouts excited about Summer Camp.
- Get parents informed about why their youth should attend summer camp.

HOW CAN YOU ENSURE A SUCCESSFUL KICK-OFF?

- Know who will be your Unit Scout Card Chair.
- Make sure the Kick-Off is properly promoted through e-mail and phone.
- Review the presentation with your Unit Leader prior to the meeting. Plan who is to do what.
- Be prepared to talk about summer camp opportunities.
- Have snacks, drinks, and music.
- Make sure EVERY Scout gets a SALES KIT and their allocated number of camp cards
- Keep it short.

KEEP THE
MOMENTUM
GOING!



SCOUT CARD KICK-OFF

AGENDA

1. Grand Opening with music, cheers, and excitement.
2. Check out a SALES KIT to every SCOUT with AT LEAST 20 cards.
3. Review summer camp opportunities.
4. Review Sales Goal and % of Scouts to Camp Goal & Explain Key Dates.
5. Scout Training: Role play sales Do's and Don'ts.
6. Recognition: Review Opportunity For Prize
7. Big Finish: Issue a challenge to your Scouts and send everyone home motivated to sell.



SALES KITS & TIPS FOR SELLING CAMP CARDS

SALES KIT INCLUDES

Opportunities to combine Recruitment and Scout Card Sales at the same time.

- One Poster per Unit
- One Sales Pitch Card per Scout
- One Pencil per Scout
- Vender fine print information

WHAT SHOULD I SAY?

ALWAYS SMILE!

Hello, my name is _____ (First Name only).

I am working hard to EARN _____ so that I can go to _____.

We have this amazing Scout Card.

You can purchase it for \$10.00 and it will really help me to _____.

Explain the card and what is on it--Value Ask

“How many would you like to purchase?”

Thank the Customer for supporting you and the Scouting Program, and for investing in future youth.



POLICIES & PROCEDURES

CARD DISTRIBUTION

The initial number of cards distributed to each unit is based on the unit's size (active scouts) and past scout card campaign sales.

SALES COMMISSION

Units collect \$10 from buyers for each card sold. Units retain \$5 of the sale price and give \$5 to the council.

ADDITIONAL CARDS

Additional cards are available once a unit has sold at least 75% of the cards it has previously taken delivery of. Units are expected to deliver \$5 for each card sold before they can take delivery of additional cards.

RETURN POLICY

There will be no returns this year. In the past we allowed unsold cards to be returned but due to large quantities of returned cards that became plastic waste that we are looking at being more mindful of our environmental footprint. We encourage units to be aware of these changes and plan accordingly, work to make sure orders are achievable, and any cards ordered are the property of the unit- the discounts on your unsold cards may be used for unit purchases if needed. Be sure Scouts, Explorers, and Parents treat each card as if it were a \$10 bill. The Unit is RESPONSIBLE for the number of Scout Cards Received.

PAYMENT INFO

Units earn half of total sales proceeds. **The council portion of the sales proceeds is due in full by June 15, 2026.** Payments for sold cards will be accepted online or at our service centers. Invoices will be mailed the following week, but payments must be made before June 1st to be eligible for Scout Card Prizes.

PAYMENT OPTIONS:

- Go to greaterlascouting.org/scout-cards, then click on [Scout Card Campaign Payment Form](#)
- Scout Shop Payment over the phone.

RECOGNITION POLICY

Scouts will only be eligible for the highest level achieved. Every Scout who sells 20 cards will receive a scout card patch. Items will be rewarded after **June 15, 2025**. For any questions, contact: Alfredo.Chavez@scouting.org

IMPORTANT DATES

Starting January 19, 2026	Scout Cards Available at Cushman Watt Scout Center - 2333 Scout Way, Los Angeles
January 19 - June 1, 2026	Every Scout that sells at least 20 cards will receive a Scout Card Patch. Prizes for youth selling will be distributed after June 15, 2026, once your unit account has been reconciled.
March 1, 2026 April 1, 2026 May 1, 2026	There will be 3 drawings for \$25 gift cards Monday or Tuesday, depending on the holiday schedule on the first of the month with three winners each month. For every \$25 paid to the Council, a unit can enter the name of a Scout in the drawing. Scout names can be entered multiple times, but a Scout may only win the monthly drawing prize once.
June 1, 2026	Individual District and Council Top Sellers will be announced! The cut-off for price eligibility will be June 1, 2026 .
June 15, 2026	ALL ACCOUNTS MUST BE CLOSED OUT



PRIZE PROGRAM



CARDS SOLD

1,000

500

250

75

20

PRIZES

- 2 Disneyland Tickets, Nintendo Switch 2, or \$350 Gift Card
- 2 Universal Tickets, Roblox Card or \$250 Gift Card
- \$100 Gift Card
- \$50 Gift Card
- Scout Card Seller Patch (included in all prizes above)**

Choice of Gift Card: Scout Shop, Target, or Amazon

Individual District and Council Top Sellers

200 Cards Minimum - Council Top Seller - \$250 Gift Card

150 Cards Minimum - District Top Seller - \$100 Gift Card

