

# 2026 Camp Card Leader's Guide



**Scouting America**™

Mecklenburg County Council

**\$10**

**2026  
CAMP CARD®**

**JOIN SCOUTING!**



**SCAN HERE**

By purchasing this card you are helping Scout units earn their way to camp! 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.

# 2026 CAMP CARD

## UNIT LEADER'S GUIDE

## A Scout is Thrifty

### What's Inside:

|                                                                    |    |
|--------------------------------------------------------------------|----|
| Introducing the<br>Camp Card .....                                 | 2  |
| Camp Card Chairman<br>& Camping Chairman<br>Responsibilities ..... | 3  |
| Key Dates .....                                                    | 4  |
| Policies & Procedures .....                                        | 5  |
| Camp Opportunities.....                                            | 6  |
| Unit Incentive .....                                               | 7  |
| The Unit Kick-Off.....                                             | 8  |
| Prizes.....                                                        | 9  |
| Sales Methods.....                                                 | 10 |
| Sales Techniques.....                                              | 11 |
| Sample Forms for 2026.....                                         | 12 |

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2



## HELP SCOUTS EARN THEIR WAY TO CAMP!

The Camp Card is back for 2026 and is designed to help Scouts earn their way to Boy Scout Summer Camp, Webelos Adventure Camp, Cub Scout Day Camp and Top Gun Training. Units participating in this program will earn 50% commission (\$5.00) for each \$10 Camp Card they sell. The sale will begin January 31st and end April 17th giving units over 2 months to sell and close out their accounts.

This program is **RISK FREE**, simply return any unsold cards at settlement on or before April 24th.

### THE VALUE OF SELLING CAMP CARDS

|                                                    |                          |
|----------------------------------------------------|--------------------------|
| New Uniform                                        | \$125 = 25 cards         |
| Day Camp                                           | \$150 = 30 cards         |
| New Tent                                           | \$150 = 30 cards         |
| Summer Camp                                        | \$450 = 90 cards + bonus |
| Philmont                                           | \$1335= 267 cards        |
| Troop Trailer<br>(20 Scouts each selling 50 cards) | \$5,000 = 1,000 cards    |



## **2026 Camp Card Issuance and Remittance Tracking Form**

Please circle:

Unit Type:

Pack/Troop/Crew/Post/Ship

Unit #

District

Unit Adult Responsible for Cards: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

I recognize that each of these cards has a cash value of \$10.00. There is no risk to our unit as long as all unsold cards are returned to the council by **April 24<sup>th</sup>, 2026**. By signing below I agree that our unit will be charged \$10.00 for every unreturned card. Our unit will close out our account (money and unsold cards turned in) by April 24<sup>th</sup>, 2026.

I agree to these terms: \_\_\_\_\_

Unit Position: \_\_\_\_\_

|                             |   |                                        |                                 |
|-----------------------------|---|----------------------------------------|---------------------------------|
| # of Cards Received         |   | <div>INITIAL</div> <div>ISSUANCE</div> |                                 |
| Individual Card Value       | x |                                        | \$10.00                         |
| Total Value of Cards Issued |   |                                        | \$                              |
|                             |   |                                        |                                 |
|                             |   |                                        | Printed Name of Receiving Adult |
|                             |   |                                        | Signature                       |
|                             |   |                                        | Date                            |

## Transaction History

| Date | # Cards In | # Cards Sold | Money Turned In<br>(# cards sold<br>x \$5.00) | # New<br>Cards<br>Issued | # Cards<br>Outstanding | Outstanding<br>Value (# cards<br>outstanding x<br>\$10.00) | Signature |
|------|------------|--------------|-----------------------------------------------|--------------------------|------------------------|------------------------------------------------------------|-----------|
|      |            |              |                                               |                          |                        |                                                            |           |
|      |            |              |                                               |                          |                        |                                                            |           |
|      |            |              |                                               |                          |                        |                                                            |           |
|      |            |              |                                               |                          |                        |                                                            |           |
|      |            |              |                                               |                          |                        |                                                            |           |



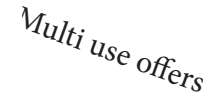
# LEADER'S TRACKING FORM



Unit #: \_\_\_\_\_ CAMP CARD: \_\_\_\_\_

|        | SCOUT'S<br>NAME | # CARDS<br>ISSUED | PHONE | # CARDS<br>SOLD | \$ AMOUNT<br>TO COUNCIL | \$ AMOUNT<br>TO UNIT | WHERE<br>TO APPLY<br>SCHOLARSHIP |
|--------|-----------------|-------------------|-------|-----------------|-------------------------|----------------------|----------------------------------|
| 1      |                 |                   |       |                 |                         |                      |                                  |
| 2      |                 |                   |       |                 |                         |                      |                                  |
| 3      |                 |                   |       |                 |                         |                      |                                  |
| 4      |                 |                   |       |                 |                         |                      |                                  |
| 5      |                 |                   |       |                 |                         |                      |                                  |
| 6      |                 |                   |       |                 |                         |                      |                                  |
| 7      |                 |                   |       |                 |                         |                      |                                  |
| 8      |                 |                   |       |                 |                         |                      |                                  |
| 9      |                 |                   |       |                 |                         |                      |                                  |
| 10     |                 |                   |       |                 |                         |                      |                                  |
| 11     |                 |                   |       |                 |                         |                      |                                  |
| 12     |                 |                   |       |                 |                         |                      |                                  |
| 13     |                 |                   |       |                 |                         |                      |                                  |
| 14     |                 |                   |       |                 |                         |                      |                                  |
| 15     |                 |                   |       |                 |                         |                      |                                  |
| 16     |                 |                   |       |                 |                         |                      |                                  |
| 17     |                 |                   |       |                 |                         |                      |                                  |
| 18     |                 |                   |       |                 |                         |                      |                                  |
| 19     |                 |                   |       |                 |                         |                      |                                  |
| 20     |                 |                   |       |                 |                         |                      |                                  |
| 21     |                 |                   |       |                 |                         |                      |                                  |
| 22     |                 |                   |       |                 |                         |                      |                                  |
| 23     |                 |                   |       |                 |                         |                      |                                  |
| 24     |                 |                   |       |                 |                         |                      |                                  |
| 25     |                 |                   |       |                 |                         |                      |                                  |
| TOTALS |                 |                   |       |                 |                         |                      |                                  |

One time offers



Multi use offers



- ## CAMPING CHAIRMAN

- Be an expert in all Mecklenburg County Council summer camp opportunities.
- Encourage all your Scouts to select a camp that fits their summer schedule and attend.
- Explain to parents the importance of the outing in Scouting!



## CAMP CARD KEY DATES

- January 23** Pre-order forms due at Scout Service Center
- January 28** Council-wide kickoff starting at 6:00 pm (council Service Center); cards distributed
- January 31** SALE BEGINS!
- March 6** Redistribution day; 50/50 day, must turn in cards or money if you haven't sold more than 50%. Cards will be redistributed to units that have sold ALL of their original allotment and want additional.
- April 17** SALE ENDS! Unit account settlements begin and all cards and money must be turned in! Units turn in Leaders' Tracking Form; for every 20 cards a Scout sells, they are entered into the grand prize drawing (one Scout will win.)
- NO CREDIT CARDS WILL BE ACCEPTED FOR SETTLEMENT (ONLY CASH OR CHECK.)
- April 24** Last day to receive 50% commission
- April 25** Commission reduced to 40%
- April 27** Grand Prize Drawing
- April 28** Commission reduced to 25%
- April 29** Commission reduced to 15%
- May 1** No commission

### ORDERS & RE-DISTRIBUTION

A card re-distribution will occur on March 6th. Units that have completed their sale and have left over cards should plan to re-turn unsold cards on April 17th. These cards will be re-distributed to units that wish to sell more cards. All unreturned cards will be paid for at settlement. Units may settle their account at the Council Service Center on or before April 24, 2026.



## 2026 CAMP CARD REGISTRATION FORM

To ensure that we have enough cards for every unit that would like to participate, please register early. Camp Cards will be distributed at the January 28th kickoff at 6:00 p.m. at the Council Service Center. Dinner will also be provided.

☒ **YES! Our unit wants to participate in the Camp Card sale!**



### Unit Information:

Unit Type (please circle one): Pack Troop Team Crew Post Ship

Unit #: \_\_\_\_\_ District: \_\_\_\_\_

# of active youth: \_\_\_\_\_ Our gross sale goal is: \$ \_\_\_\_\_

How many cards would your unit like to order? \_\_\_\_\_

### Unit Information:

Camp Card Master: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Number: \_\_\_\_\_ Work Number: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

### Please return to:

Scouting America, Mecklenburg County Council,  
1410 East 7th Street, Charlotte, NC 28204  
or send email scan to  
Brian Sweeney at [brian.sweeney@scouting.org](mailto:brian.sweeney@scouting.org)



# 2026 Camp Card Sample Forms

Visit our Council Camp Card page at  
[mccscouting.org/Camp-Card](https://mccscouting.org/Camp-Card)  
for downloadable forms and other information.

# 2026 CAMP CARD COMMISSION STRUCTURE



- Commission is 50% if your unit is paid in full by April 24
- Commission drops to 40% on April 25
- Commission drops to 25% on April 28
- Commission drops to 15% on April 29
- After May 1, NO commission can be earned

We encourage units to track Scouts' sales so Scouts can pay for summer camp with Camp Card proceeds; however, it is up to the unit to elect to do this, we understand the unit may have another goal.

## Return Policy

Camp Cards can be returned to the Council Service Center without penalty no later than April 24, 2026. The cards **MUST** be in new condition (including snap off discounts). NO cards will be accepted for return after May 1, 2026. The Camp Card Support Team reserves the right to refuse product that has been damaged or rendered unsellable. The UNIT is RESPONSIBLE for ANY unreturned cards (lost, misplaced, damaged etc.) Be sure Scouts and parents treat each card as if it were a \$10.00 bill.

For *each* example below, the Scout will get their name in a drawing for a Nintendo Switch, or \$500 MCC Scout Shop Gift Certificate (1 chance for every 20 cards sold.)

### Example 1 (A Scout sells 80 Camp Cards)

|                         |                     |                 |
|-------------------------|---------------------|-----------------|
| 80 x \$10.00 = \$800.00 | Scout/Unit receives | \$400.00        |
| <b>4 chances to win</b> | Council receives    | \$400.00        |
|                         | <b>Total</b>        | <b>\$800.00</b> |

### Example 2 (A Scout sells 100 Camp Cards)

|                            |                     |                                                |
|----------------------------|---------------------|------------------------------------------------|
| 100 x \$10.00 = \$1,000.00 | Scout/Unit receives | \$500.00                                       |
| <b>5 chances to win</b>    | Scout receives      | \$50.00 <small>camp scholarship credit</small> |
|                            | Council receives    | \$500.00                                       |
|                            | <b>Total</b>        | <b>\$1,000.00</b>                              |

### Example 3 (A Scout sells 300 Camp Cards)

|                            |                     |                                                 |
|----------------------------|---------------------|-------------------------------------------------|
| 300 x \$10.00 = \$3,000.00 | Scout/Unit receives | \$1500.00                                       |
| <b>15 chances to win</b>   | Scout receives      | \$150.00 <small>camp scholarship credit</small> |
|                            | Council receives    | \$1,350.00                                      |
|                            | <b>Total</b>        | <b>\$3,000.00</b>                               |

## 2026 Don't Forget!

Camp scholarships earned from camp card sales with be credited to the Scout's camp registration before the event. This eliminates the need to put up the money before camp and be reimbursed after camp. If the Scout doesn't attend camp, the credit will be removed. For example, a Scout selling 200 cards would pay \$350 to register and receive a \$100 credit to pay the full camp fee of \$450.

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# SCOUT CAMP OPPORTUNITIES

## CUB SCOUT DAY CAMP (Belk Scout Camp)

Offered during the summer in various locations in each district. Day Camps offer archery, BBs, field sports, arts & crafts, climbing, swimming, Scout skills and much more.

**Cost: \$150 = 30 Camp Cards**

## WEBELOS ADVENTURE CAMP (Camp Grimes)

(Resident camp)

Spend 4 days and 3 nights at Camp Grimes. Webelos entering 4th and 5th grades will receive a special introduction to Scouting. From earning activity pins, belt loops, and badges to canoeing, swimming, BBs and archery. FUN is sure to be had!

**Cost: \$225 = 35 Camp Cards**

## SUMMER CAMP (Camp Grimes)

Select a week during the summer in 2026. Camp is 7 days and 6 nights. Come with your troop, your patrol or by yourself as a provisional Scout. The activities range from rifle and shotgun. sailing, fishing, aviation and ATV. Plus, there are more than 65 merit badges offered!

**Cost: \$450 = 90 Camp Cards**

## TOP GUN (National Youth Leadership Training at Belk Scout Camp)

NYLT, or Top Gun, is an intense 6 day youth outdoor leadership training experience. This course prepares young men and women to become superior leaders within their units and every day lives.

**Cost: \$350 = 70 Camp Cards**

## BELK SCOUT CAMP



## 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 Scouts role play and practice during your kick-off.
- Find a way to make training fun and reward Scouts who do a good job.

### **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 (earning money toward Scout Camp, high adventure trip, etc.).
- Tell them what they can do to help (save money with the Camp Card).
- Close the sale and thank them.

### **We're selling camp, 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 Scouting summer camp – not just selling discount cards. Emphasize that each card sold helps a Scout go to camp. The reason our sale will be successful is that people want to support Scouting.

**For more information on Camp Cards, contact our Staff Advisor Brian Sweeney at:**

**brian.sweeney@scouting.org or 704.342.9347**

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## HOW TO SELL CAMP CARDS

Your job as Camp Card Chairman is to teach your 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 three methods; this will give you the best results.

### **Door-to-Door:**

Take your SALES KIT and Cards for a trip around the neighborhood. Highlight the great coupons! Also, encourage them to buy several cards because the coupon tear off portion can only be used one time. Let them know you are trying to earn your way to camp.

### **Show & Sell:**

Set up 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. Focus on multiple locations over the course of a couple of days.

Do NOT sell at the store fronts listed on the camp card!

### **Sell at work:**

A great way for Mom and Dad to help their Scout. Have Mom and Dad take the SALES KIT to work.

### **Online:**

Sell online at [Scoutingtracker.com](https://www.scoutingtracker.com) and cards will be mailed to the buyer from the Scout office.

### **Safety and Courtesy:**

Be sure to review these safety and courtesy tips with your Scouts and parents.

- Sell with another Scout or with an adult.
- Never enter anyone's home.
- Never sell after dark, unless with an adult.
- Don't carry large amounts of cash.
- Always walk on the sidewalk and driveway.
- Be careful of dogs while selling.
- Say thank you whether or not the prospect buys a Camp Card.

**It's easy to sell!**

**Say you sell:**

- 5 to family
- 5 to friends and neighbors
- and 10 from Mom and Dad taking them to work

That's 20 Camp Cards right there, and a chance at the Grand Prize — a Nintendo Switch or \$500 MCC Scout Shop gift certificate.

## ADDITIONAL UNIT INCENTIVE

For all units selling we will have an additional incentive this year. Sell at least 300 more Camp Cards as a unit than last year and you will receive an extra \$100 in Scout Bucks. Sell at least 600 additional Camp Cards than last year and you will get an extra \$200 in Scout Bucks. Sell at least 900 additional Camp Cards than last year and you get an extra \$300 in Scout Bucks. Scout Bucks can be used in our Scout Shop to buy really cool stuff. So give it a try, Camp Cards rally help our Council and also helps Scouts earn their way to camp. This offer includes new units selling for the first time.

### CAMP GRIMES





## YOUR UNIT KICK-OFF

**The objectives of your Camp Card kick-off are simple:**

- Get Scouts excited about camping and how they can earn their way to camp!
- Get parents informed about why their Scout should have a camp experience.

**How can you ensure a successful kick-off?**

- Make sure the kick-off is properly promoted through e-mail, email, groups and phone.
- Review the presentation with your unit leader prior to the meeting. Plan who is to do what.
- Be prepared to talk about camp opportunities.
- Have snacks, drinks and music.
- Make sure EVERY Scout get a SALES KIT and at least 30 camp cards.
- Have a GOAL.
- Keep it short.

### **Camp Card Kick-off Agenda**

1. Grand opening with music, cheers and excitement.
2. Check out a SALES KIT to every SCOUT with AT LEAST 30 Camp Cards.
3. Review camp opportunities.
4. Review sales goals, percent of Scouts to camp goal and explain key dates.
6. Prizes: review “camp scholarships” and grand prize opportunities.
7. Big finish, issue a challenge to your Scouts and send everyone home motivated to sell.
8. Thank our Scouts!

**Follow up after the kick-off with important reminders like dates, family sales goals and the bonus “scholarships”.**

# Top seller and one other Scout from our Council chosen at random will win!

For every 20 cards our Scouts sell, they will be entered  
into the grand prize drawing.



OR



In addition to 50% commission, Scouts that sell  
100 or more cards will qualify for a camp scholarship.

| SELL THIS | GET THIS!         |
|-----------|-------------------|
| 100 cards | \$50 scholarship  |
| 200 cards | \$100 scholarship |
| 300 cards | \$150 scholarship |
| 400 cards | \$200 scholarship |

**THE MORE YOU SELL, THE BETTER YOUR  
CHANCES OF WINNING!**

To qualify, the Leader's Tracking sheet must be turned  
into the Scout office by April 24th.



## 2026 CAMP CARD

**Top seller and one other Scout  
from our Council chosen  
at random will win!**



**OR**



**\$500  
Gift Card**

**THE MORE YOU SELL, THE BETTER YOUR CHANCES OF WINNING!**

For every 20 cards our Scouts sell, they will be entered  
into the grand prize drawing.

Example :

Sell 20 Cards, Scout is entered once.

Sell 100 cards, Scout is entered 5 times, etc.

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