

HEY SCOUTS! EARN YOUR WAY TO CAMP THIS SPRING BY SELLING CAMP CARDS AND SOY CANDLES!



You will earn \$3 for every candle you sell, \$4.50 for every 4 pack; and \$2 for every Camp Card you sell. So do the math to see how much you have to sell to go to camp, and EARN YOUR WAY!



Tips to be a GREAT salesman!

- ~ Tell them your first name.
"Hi, my name is Charlie."
- ~ Tell them where you're from.
"I'm a scout with Pack/Troop #__ here in town."
- ~ Tell them what you are doing.
"I'm earning my own way to go to summer camp and working hard at it."
- ~ Ask them to help.
"Can you help me by buying a camp card AND a candle? There are great discounts on the card, and a candle is a great gift for Mothers Day."
- ~ Wear your scout uniform
- ~ SMILE
- ~ Say "yes sir, no ma'am. Be polite."
- ~ Become familiar with the Camp Card discounts. Tell them why it's GREAT!
- ~ SMILE SOME MORE
- ~ Thank them.
- ~ Practice with a parent. Get it down!
- ~ Selling the camp card in front of a store or Post Office will bring the customers to you.

LOOK AT THIS!



BONUS INCENTIVE

We will be giving away TWENTY, yes, TWENTY sleeping bags at the end of the sale! Right in time for camp! WOW! For every \$100 worth of Camp Cards, or candles you sell (retail) your name will go in once for the drawing on May 18th. If you sell \$300, your name will go in three times.

And so on. Your leader will turn in a form to tell us how you did.

GOOD LUCK!

