

Okefenokee Area Council

Boy Scouts of America



2009 Boy Scout Savings Card Leader & Coordinator Guide

Savings Cards have Vendors specific to your area
****Prizes for Top Unit and District Salesmen****

THE BOY SCOUT SAVINGS CARD PLAN

THE SAVINGS CARD: There is a card for each District that has great discounts for vendors specific to their areas. All Savings Cards are to be sold for \$5.00 each. Each Scout should receive 10 cards to start. (More are available through your District Executive and at the Council Office)

EVERY UNIT: Is encouraged to develop its own prize plan in addition to the awards plan the council provides. This will increase competition among the Scouts and your commission!

RETURNS: All remaining Savings Cards must be turned in with your money settlement on or before May 7, 2009, at your District Roundtable. Due to the Savings Card Plan & Process, **ALL** Savings Cards **MUST** be accounted for.

COMMISSION: The unit receives 30% commission on each card sold as long as settlement is on or before May 7, 2009. After May 7, 2009, your commission will drop to 25%. After May 11, 2009, your commission will drop to 20%.

PRIZES: All Unit Prize Orders need to be placed on line (see Prize Order instructions) by May 9, 2008.

AWARDS & Prizes In addition to the regular Prizes...Your Scouts can earn these !!!



Savings Card Patch
Sell 5 or more Cards



Summer Waves Pass
Sell 30 or more Cards



iPod Shuffle
Unit Top Salesman
Sell 50 or more Cards



iPod Nano (4GB)
District Top Salesman
Sell 75 or more Cards



Unit Participant Pizza Party
Top Selling Unit
in each District

- **SELL CARDS** – Check out the Boy Scout Savings Card sales prize form and see the really cool prizes that can be earned.
- **SELL AT LEAST 5 CARDS** – And get a Boy Scout Savings Card Patch.
- **SELL AT LEAST 30 CARDS** – And a Scout will receive one “FREE” youth admission pass to Summer Waves Water Park located on Jekyll Island (one pass per Scout) for selling at least 20 cards.
- **TOP SALESMAN IN EACH UNIT** – Will win an iPod Shuffle. A minimum of 50 cards must be sold to be eligible. Only one winner per unit.
- **TOP SALESMAN IN EACH DISTRICT** - Will win an iPod Nano(4GB). A minimum of 75 cards must be sold to be eligible. Only one winner per district.
- **TOP SELLING UNIT IN EACH DISTRICT** - Will win a Pizza Party for their Savings Card Sales Participants.

****A copy of the Boy Scout Savings Card Unit report Form MUST be turned into the Scout Office or at your District Roundtable by May 1, 2008 to be eligible for the Summer Waves passes and iPods.**

2009 BOY SCOUT SAVINGS CARD SALES CALENDAR

- March Roundtable** Unit Coordinator Training and Savings Cards Distributed.
- March – Packs, Troops, Crews and Posts** Unit Boy Scout Savings Card Coordinator conduct a Kick-Off meeting @ Unit Meetings...begin selling Savings Cards.
- April – Packs, Troops, Crews & Posts** Scouts report on status of sales to Unit Coordinators.
More Savings Cards are issued as needed.
- May Roundtable** Turn in the Unit Report Form (Boy Scout Savings Card Summer Waves Passes & Top Unit & Unit Salesman), ALL Un-Sold Cards, and Money settlements as a Unit to the Council. Unit Prize orders completed on-line (Prize Orders will not be released until all money settlements due to the Council are received).



STEPS TO SAVINGS CARD SALES SUCCESS

1. Hold a meeting to distribute cards and kick-off your unit's card sales plan. Explain the following:
 - **Start out selling cards to everyone who lives in your house.**
 - **Always wear your uniform while you are out selling cards.**
 - **Be neat and clean. Be courteous and smile.**
 - **List your neighbors – those on each side of the street. Call on them soon.**
 - **Explain to your customers what it is all about.**
2. Set a goal as a unit for the number of cards to sell, and make it a good one. Most units earn enough money to purchase new equipment, tents, sleeping bags, canoes, etc., for a year's operations. Encourage Scouts to set goals for themselves and select the prizes they wish to work for.
3. Let them know that most grocery stores and shopping centers will let you sell cards outside (ask for permission first). Have the card blown up to poster size and display it outside the store.
4. Set up a buddy system, ask Scouts to go out in twos. Have a team goal for each set of buddies and a prize for the two that have the highest sales.
5. Establish competition between Dens, Patrols and Crews, providing extra incentives in addition to the card sales prizes.
6. Be Enthusiastic
7. Have FUN!

How to Sell the Savings Cards?

- Scouts make the sale, deliver the card(s) and collect the money immediately.
- Scouts gain additional sales from people just passing by.
- A unit should check out as many cards as they need to reach their Unit Goal.
- A unit should check out at least 10 cards per Scout.
- Additional cards will be available through your District Executive or at the Council Office.
- You can have a Show & Sell with your unit at any place and at any time! Have parents take the cards to work or to a baseball/soccer games. This will help you sell A LOT of Savings Cards.

Unit Boy Scout Savings Card Coordinator Job Description

Skills: The ideal Unit Boy Scout Savings Card Coordinator is someone who has a “high energy” sales oriented personality, basic computer skills and internet access.

1. Develop the Unit’s Boy Scout Savings Card sales plan including:
 - Develop a Unit Sales Goal and promotion plan including contest incentives.
 - Establish a “Sales Goal” for each Scout.
 - Establish safe selling guidelines.
 - Secure and supervise “Show & Sell” sites, dates and times.
2. Attend the District Savings Card Sales Kick-Off Training that will be just before the March Roundtable to receive your unit’s sales materials and instructions.
3. Organize and conduct a Unit Kick-Off.
 - Promote the unit’s plan and prize incentives.
 - Distribute the cards and sales materials to the Scouts, Parents and Leaders.
4. Submit the funds due to the council (gross receipts – unit commission = due to council) to your District Executive on or before the May Roundtable (May 1st) to receive your 30% commission.
 - The unit’s commission is reduced to 25% if received after 8:00 PM at your May Roundtable.
 - The unit’s commission will be reduced to 20% if received after 5:00 PM on Monday, May 11th.
5. At the conclusion of the sale, place unit prize orders online at www.kellerspringprizes.com (see instructions). Prize orders MUST be placed on-line no later than May 14, 2009. Prizes will be shipped directly to the address listed on the Boy Scout Savings Card Unit Issue Form and released when all money settlements due to the council are turned in.



Thanks and have a great Boy Scout Savings Card Sales Campaign !

Placing Your Unit Prize Orders Online

General Commercial Corporation

Keller Marketing Division Prize Program

How to place a unit order online for volunteers

www.kellerspringprizes.com

General Commercial Corporation/Keller Marketing Division is proud to be working with your Council volunteers. The following document's purpose is to guide you through the prize ordering process.

- Support the Boy Scouts of America's Product Sales Prize Program;
- Make Unit prize ordering fast and easy;
- Facilitate the Council's release of orders, and order-tracking, through a straightforward process;

We hope you enjoy the ease and efficiency of the site and welcome your feedback!

To place Unit orders, please follow these instructions:

Creating Your Profile

Step 1: Open your internet browser.

Step 2: Go to www.kellerspringprizes.com Home Page.

Step 3: In the left area of the screen, click "log-in" and enter the information requested. Items *asterisked are required. **FIRST**; you must "create a profile" and login before any order may be entered.

Enter: 1st: Enter Council ID: 758OAC, then click enter

Then fill in the following information:

- a.) E-Mail address. Point and click in the next field, or press Tab key on your keyboard.
- b.) Password. Tab.
- c.) Confirm Password. Tab.
- d.) First Name. Tab.
- e.) Last Name. Tab.
- f.) Address 1 (This is your physical address for UPS delivery). Tab.
- g.) Address 2 (If you receive mail at a PO Box, please put that address here). Tab
- h.) City. Tab.
- i.) State. Tab.
- j.) Zip Code. Tab
- k.) Telephone number.
- l.) Point and click at the down arrow to find your District name in the menu, then point and click on your District's name. Tab.
- m.) Point and click at the down arrow to find your Unit Type in the menu, then point and click on your Unit Type. Tab.
- n.) Type your Unit Number.
- o.) Click REGISTER.

Logging into the site

Step 1: Click 'login' on your Welcome screen.

Step 2: Type your Email Address and Password, and click 'Login'.

Placing order

Step 1: Click 'Quick Order' in the menu on the left of your screen. Verify that the information on the screen is correct – such as Unit Type, Number and District. If not, click Edit this Information.

On the lower portion of the form, enter:

- 1) Total Dollars Sold
- 2) Number of Scouts Selling
- 3) Then enter the quantities for each prize required. After all prizes needed have been entered, click“Next” at the bottom of the screen.
- 4) Verify that the shipping information is correct. **NOTE: We are Unable to ship to a PO BOX.**
- 5) Click “Submit Order” when you are finished.

Step 2: The following information relative to the order will appear on your screen

- Your Order Number beginning with **BYSP09**
- A short cut link to initiate a new order for a new Unit
- A short cut link to view your order in a printer friendly format.

Step 3: Upon successful completion; you will receive e-mail verification, unless your Internet Service Provider has our system blocked. Please keep your order number for future reference.

If you need assistance with this process, please contact Customer Service through www.kellerspringprizes.com, call BSA Customer Service @ 888-351-8000.



