



BOY SCOUTS OF AMERICA®
LONGHORN COUNCIL

SCOUT SAVERS GUIDE

LEADER'S GUIDE

**LONGHORN COUNCIL
BOY SCOUTS OF AMERICA**

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**A Scout is
Thrifty....
A Scout earns his/her own way to
Summer Camp!**

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2021 Campaign Dates

Objective: Raise money to pay for your Camp experience.

Usage: Your commission, which the unit keeps, can be used where you want, wherever you are going to camp or outfitting for that experience. We're interested in boys going to camp.

Dates: February to May 31st.

Sales Sites: Effective sales strategies for Scout Savers Guide is scheduling sites at Stores (called Show N Sell). Selling to Family and Friends should also be done to secure 10 sales per family unit.

Card Distribution: *February and March Roundtables*

Money Due: June 7. The number of Cards/Tri-Folds distributed and receipted to the Unit must be reconciled to match Money due. There will be a \$2.00 restocking fee for any cards/tri-folds unused and returned. Or unsold card/tri-folds can be paid for in full (\$5) and continue to be sold as vendors offers don't expire until 12/31/2021. VERY IMPORTANT! THESE CARDS/Tri-Folds ARE ISSUED AS 'MONEY'.

Commission: Tri-Fold retails for \$10.00. Units/Youth earn a commissioner of \$5.00 per tri-fold sold.

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SALES STRATEGIES

Show and Sale- Scout Savers Guide Units selling at store fronts. There should be one adult and one youth per door. Create a Banner or Poster that clearly shows you are a Scout and what you are selling for. It is more important the customer knows you are working to pay your own way and they will be helping you to attend camp. Most customers then will worry about what is 'on the card'.

On your poster or banner, you can help attract the customer by using one of the key brand names. One example is to advertise the % off for Texas Ranger games or calculate for a family of four how much savings that would be and advertise the savings of XXXX. For instance, for \$40 dollar box seats, a family of four would save \$XXX to buy the same tickets PLUS they can help a youth go to camp.

As you are scheduling your own sites, choose high volume traffic areas. 7-11 stores have worked well; donut shops worked; Lowe's and Walmart. Wherever people go. See if the grocery store will let your unit work.

Have a written agreement; know the person's name that authorized it. Be sure to contact them prior to coming to remind them, and then say thank you. Don't schedule for longer than you can fill. Two hours is long enough for a youth to stand and sell. A sample agreement is included with this guide.

The other effective strategy is to ask your Family and Friends. Ask someone different each day for a week. Do the following:

Monday----Ask your two next door neighbors

Tuesday----Ask your two neighbors across the street

Wednesday---Ask your best friends parents

Thursday----Have your parents ask their best friends

Friday----call your relative(s)

Walking the neighborhood, especially in uniform, is very effective too. Please remembers to follow Covid-19 Safety protocols. All Scouts and adults should wear mask and practice social distancing.

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Longhorn Council, BSA

Scout Savers Guide Sales Site

Agreement

The _____ District, Boy Scouts of America LHC, proposes to work with _____, at _____ location to provide support to local youth raising funds to support summer Scout camp adventures. Your store will allow Scouting youth accompanied by a leader or parent to invite patrons to support Scouting Adventures the weekends of XXXXXX.

The _____ will be the primary contact point for scheduling shifts with the Scouting units and the Store Management. Only one Scouting Unit will be authorized at a time.

Benefits to the Store in working with the Boy Scouts _____ district to coordinate this opportunity:

1. Align with the Boy Scouts for positive community relations.
2. Have a local Scouting contact for quick resolution of problems.
3. The District Representative will provide a list of units authorized to conduct sales outside of the store.

Agreed: _____ Store Management

Unit/District Representative: _____

Today's Date: _____

Store physical address

Date (s) and Times Selected: _____

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