

WELCOME TO THE  
COUNCIL CAMP CARD TRAINING  
MEETING

JANUARY 11<sup>TH</sup>, 2023





# DINNER





# WELCOME



# CAMP CARD PROGRAM OVERVIEW



BOY SCOUTS OF AMERICA  
SOUTHWEST FLORIDA COUNCIL

# CAMP CARD SALES DOCUMENTS



BOY SCOUTS OF AMERICA  
SOUTHWEST FLORIDA COUNCIL



# EXPLANATION OF DISTRICT GOALS & TRACKING



# ALLIGATOR DISTRICT

2023 CARD ORDER GOAL: 1,617  
2022: 1,470 CARDS ORDERED  
(10 UNITS)

2023 SALES GOAL: 738 CARDS SOLD  
2023 UNIT GOAL: 11 UNITS  
2022: 671 CARDS SOLD (46%)



# PANTHER DISTRICT

2023 CARD ORDER GOAL: 6,606  
2022: 6,005 CARDS ORDERED  
(43 UNITS)

2023 SALES GOAL: 4,079 CARDS SOLD  
2023 UNIT GOAL: 47 UNITS  
2022: 3,709 CARDS SOLD (62%)





# TWO RIVERS DISTRICT

2023 CARD ORDER GOAL: 5,907  
2022: 5,370 CARDS ORDERED  
(28 UNITS)

2023 SALES GOAL: 3,787 CARDS SOLD  
2023 UNIT GOAL: 31 UNITS  
2022: 3,443 CARDS SOLD (64%)



# MANATEE DISTRICT

2023 CARD ORDER GOAL: 3,273  
2022: 2,975 CARDS ORDERED  
(14 UNITS)

2023 SALES GOAL: 2,062 CARDS SOLD  
2023 UNIT GOAL: 16 UNITS  
2022: 1,842 CARDS SOLD (62%)





# EFFECTIVE SALES TECHNIQUES

FLYER, SIGNS, ENVELOPES



# SUCCESS STORIES



BOY SCOUTS OF AMERICA  
SOUTHWEST FLORIDA COUNCIL