



ADVENTURE



AWAITS



2024 Adventure Card Sale
FUNDING SCOUTING ADVENTURES

YOUR SCOUTS CAN FUND THEIR OWN WAY TO THEIR SCOUTING ADVENTURES!

Welcome to the 2024 Adventure Card Sale,

First, thank you for investing the time and energy to lead your Scouting unit's in the 2024 Adventure Card Sale! The Adventure Card Sale is an excellent opportunity for Scouts to raise funds for their summer camp fees, camping equipment, or year-round programming without burning a hole in their family's pockets. When Scouts pay their own fees they are more engaged and invested in their outcome, resulting in higher leadership and sense of accomplishment.

Each card offers discounts from local vendors that are valid during the 2024 calendar year. Most offers can even be redeemed multiple times! This year includes an added bonus app so the savings go where your busy life takes you!

Because Scouting is Adventure, our goal is to give each member of your unit the opportunity to earn the money needed to have the best summer ever and help fund their Scouting Adventures.

This "Leader's Guide" will help you with your 2024 Adventure Card Sale. It includes important information about how selling Adventure Cards will benefit your Scouts, timelines, the card partners, and more.

Thank you for making a difference in the lives of Scouts in your unit! Be sure to visit the "Adventure Card Sales - Indian Nations Council" Facebook page and look out for monthly newsletters for important updates during the campaign.

Sincerely,

Dr. James Meissen

Dr. James Meissen
Council Adventure Card Chair

Ashley Whitby

Ashley Whitby
Development Director - Adventure Card Staff Advisor

2024 ADVENTURE CARD | LEADER'S GUIDE



WHAT IS AN ADVENTURE CARD?

The Indian Nations Council Adventure Card is a way for Scouts to fund their adventures to summer camp and beyond! An Adventure Card costs only \$20 and provides exclusive offers that customers can use throughout the year. Participating Scouts have the opportunity earn \$10.00 for every card they sell, yes that's right, 50% commission! Cards will be distributed at Council Kickoff on Tuesday, February 13th at 7:00 pm at the Scout Resource Center. Scouts may begin selling on **IMMEDIATELY** and the unit must return any unsold cards and close out the account by **May 3rd** in order to earn the 50% commission.

Why sell? The Adventure Card program is easy and RISK FREE. Even better, there is no upfront cost to the unit to sell Adventure Cards!

ADVENTURE CARD VERSIONS & PARTNERS

This year we will be distributing TWO different card versions, the Metro Card and the Northeast Card, to provide offers specific to the areas that we serve. Doing this has allowed us to bring in some new offers, while mixing in some of our great offers from last year. We hope you are pleased with the variety of businesses and offers featured on the cards, but we welcome feedback and suggestions to continue improving the cards in the future.

Community Partners

Single Use: Airtopia Adventure Park, Andolini's Pizza, Big Baby Rolls & Donuts*, Casey's*, Collab Coffee*, Coltons Steakhouse, Cornerstone ACE Hardware, Dave & Busters, Dicks Sporting Goods, Discovery Lab*, Golf Suites, Mad Eats, Red Light Chicken / Howdy Burger, Papa Johns Pizza, Three Dog Bakery, Westlake Ace Hardware, Wheels and Thrills, Wilder Brothers*. **Multi Use:** 3 Natives, Art in Bloom, Billy Simms BBQ, Boom A Rang Diner*, Bricktown Brewery, Cafe USA*, CiCi's, Del Taco*, El Azteca, Goodfellas Pizza*, Hammet House, IHOP, Ike's Chili, Jersey Mikes, Jiffy Lube, Jimmy's Egg*, Los Cabos, Louie's Grill & Bar, Mozillas Kitchen, Nothing Bundt Cakes*, S&B Burger Joint, Santa Fe Cattle Company*, Sky Zone, Smitty's Garage, Texas Roadhouse*, The Lanes at Coffee Creek, The University of Tulsa*, Three Dog Bakery, Uncle Vinny's NY Pizzeria*, Waffle House, Waldo's Chicken & Beer and Will Rogers Museum. (* Denotes NEW partner)

Remember we are selling the Scouting program, not the card. While the Adventure Card discounts are a plus, what you are really selling is character and a better community. You are making sure that every Scout can benefit from an unparalleled Scouting experience.

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THE VALUE OF SELLING ADVENTURE CARDS

Selling the Adventure Card allows each Scout to directly fund their way to various Scouting Adventures:

Example Scouting Adventures & Expenses

Example Scouting Adventures & Expenses	Cost	# of Cards to Sell
Fish Camp	\$70	7 Cards
New Uniform	\$100	10 Cards
Family Adventure Camp	\$100	10 Cards
Webelos Aquatics Camp	\$120	12 Cards
New Tent	\$150	15 Cards
Camp Hale Summer Camp	\$340	34 Cards
ZBASE High Adventure Camp	\$650	65 Cards
Philmont	\$1490	147 Cards

How the Camp Card Sale Works:

Step 1

Estimate the number of cards your Unit will need to sell to meet your Unit's goals. A typical starting point is to begin with 20 cards for each youth selling. You may pick up more cards throughout the sale while supplies last. Order your cards online at www.okscouts.org/adventurecards.

Step 2

Help each Scout in your Unit set a personal goal. Add them all up to a Unit goal. Use a GOAL chart and display at your meeting location.

Step 3

Pick up your cards at the Council Kickoff & Distribution that will be held on February 13th at 7:00 pm at the Scout Resource Center.

Step 4

Distribute the cards to the Scouts and encourage them to sell. Have parents take them to work, schedule a time in front of a local store as a Unit, have them ask all of their friends and neighbors. Both cards are a great value and helps Scouts fund their Adventures.

2024 ADVENTURE CARD | LEADERS GUIDE



POLICIES & PROCEDURES

Each year, the Indian Nations Council produces about 23,500 Cards and more than half are not sold and destroyed! This year, the Council ordered 17,500 Metro Cards and 6,000 Northeast Cards. To better manage the inventory, we ask that units check out 20 cards per Scout selling.

If your unit has completed the sale and has unsold cards or you have an excess of cards, please return them to the Scout Resource Center or your District Executive in order for these cards to be redistributed to units that wish to sell more.

SPECIAL NOTE ABOUT RETURNING CARDS

COMPLETE Adventure Cards can be returned without penalty. Even if a card's snap-off coupon(s) break off accidentally, if all pieces of the card are returned, the unit will be given credit. We ask that caution be used in handling the cards to limit damages.

The unit is responsible for any unreturned cards (lost, misplaced, or missing tab(s)). The unit will be charged the appropriate council fee for each unreturned or incomplete card. Scouts and parents should treat each card as if it were a \$20 bill.

2024 ADVENTURE CARD | LEADER'S GUIDE



UNIT INCENTIVES

Could your unit benefit from FREE money to the Scout Shop? Then don't miss your chance and attend the Adventure Card Kick Off.

On February 13th at 7:00pm located at the Indian Nations Council Scout Office we will be conducting the annual Adventure Card Campaign Kick Off. What makes this kickoff special is because we will be conducting a drawing for up to \$1,000 in free Scout Shop Gift Cards!

Each Unit in attendance that night will be entered into a drawing to receive a scout shop gift card.

For more information, contact Ashley Whitby at 918-392-1219.



ACCOUNT PAYMENT & COMMISSION

Be sure to close your account by Friday, May 3rd in order to earn 50% commission per card sold!

BY FRIDAY, MAY 3rd

- Unit pays in full by 5:00 pm on Friday, May 3, 2024
- **Commission is 50%**, \$10.00 per card sold
- Unit will be charged \$10.00 for all unreturned or incomplete cards

BY FRIDAY, MAY 10TH

- Unit pays in full by 5:00 pm on Friday, May 10, 2024
- **Commission is 40%**, \$8.00 per card sold
- Unit will be charged \$12.00 for all unreturned or incomplete cards

BY FRIDAY, MAY 17TH

- Unit pays in full by 5:00 pm on Friday, May 17, 2024
- **Commission is 30%**, \$6.00 per card sold
- Unit will be charged \$14.00 for all unreturned or incomplete cards

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- The unit will pay the council for their portion (not the full \$20) of the card and they keep their commission based on their timeline of when they reconcile their account.
 - Please note that credit card payments are subject to a 3% processing fee.
 - Checks must be made payable to "Indian Nations Council, BSA". No checks made out to the unit can be accepted and one check from the unit is preferred. If mailing payment, please be sure that it is post-marked by May 3rd.

2024 CAMP CARD | LEADER'S GUIDE



NO LIMITS

BEST PRACTICES

CONDUCT A KICKOFF TO:

- Explain why they are selling Adventure Cards
 - So parents don't have to come out of pocket
 - Scouts can "earn their own way"
 - To go to camp, field trips, and other activities
 - Make sure every Family has a copy of the Unit Calendar & Unit Budget
- Review the Adventure Card timeline
 - Set Unit deadlines prior to Council turn-in deadline to ensure everything is in on time
- Have Scouts set a GOAL, have a UNIT GOAL
- Explain how to sell Adventure Cards
 - Use all three sales methods: door-to-door, show & Sell, and have parents sell at work

HOW TO SELL 20 CARDS IN ONE DAY:

- Begin with family - Mom, Dad, Aunt, Uncle, Grandparent, etc.
- Have Mom & Dad sell at work
- Sell in the neighborhood for ONE HOUR on a Saturday
- Ask your Chartered Organization or home church to sell after a service
- Sell on Social Media - you will be surprised how quickly friends, or people in the community ask to buy a card

GREAT PLACES TO SELL:

- Local Stores - "Show & Sell Booth"
- Parent's Workplace
- Facebook/Social Media
- Church
- Chartered Organization Functions
- Banks
- Gas Stations
- Sporting Events
- Grocery Stores
- Small businesses

SALES TECHNIQUES FOR SCOUTS:

Don't miss the opportunity to use the Adventure Card Sale to train your Scouts in public speaking, sales, and service.

Have them wear their uniform when selling and use the following script:

1. **TELL THEM WHO YOU ARE** (First Name Only)
"Hi, my name is _____."
2. **TELL THEM WHERE YOU ARE FROM**
"I'm a Scout with Pack/Troop/Crew _____."
3. **TELL THEM WHAT YOU ARE DOING**
"I am selling Adventure Cards to earn my way to _____."
4. **TELL THEM WHAT THEY CAN DO TO HELP YOU**
"You can help by purchasing this \$20 Card. With 100s of dollars in discounts and more available online, the card MORE than pays for itself!"
5. **ASK THEM TO HELP**
"You will support Scouting and help me fund my adventures, won't you? Would you like to buy one for a friend as well?"
6. **THANK THEM** (Even if they don't buy!)

2024 UNIT ADVENTURE CARD TRACKING RECEIPT

I recognize that each of the cards I am taking today have a cash value of \$20.00. I understand that I must return any unsold cards to the Pack/Troop/Crew/Post and must pay \$20.00 for each card not returned. By signing below, I agree to pay our unit for any unreturned cards.

NO	SCOUT'S NAME	PARENT'S NAME	SIGNATURE	PHONE #	# OF CARDS ISSUED
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					

METRO CARD VERSION

FRONT

BACK

#ADVENTUREON

2024 Adventure Card Sale

NORTHEAST CARD VERSION

FRONT

 <p>PURCHASE A \$25 GAME PLAY & RECEIVE \$25 ADDITIONAL GAME PLAY FREE!</p> <p>113032002 E12312023 ONE TIME USE, EXPIRES 12/31/23.</p>	<p>COUPON CARD</p> <p>\$10 OFF</p> <p>your purchase of \$30 or more</p> 	 <p>HALF PRICE MAD SHAKE</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>
 <p>\$5 ARFF \$25 PURCHASE OR MORE</p> <p>VALID AT OWASSO LOCATION ONLY. ONE TIME USE, EXPIRES 12/31/23.</p>	<p>BY PURCHASING THIS CARD YOU ARE HELPING SCOUTS UNITS EARN THEIR WAY TO THEIR SCOUTING ADVENTURE.</p> <p>ADVENTURE CARD \$20</p> <p>CARD OFFERED FOR FUNDRAISING PURPOSES ONLY. SUPPORTER/SEASON PACK, THRU-TO-CREW MEMBERS TO SCOUT CAMPS. CARD NOT BE SOLD. SELLING THIS CARD WILL RECEIVE NO DEDUCTIBLE CREDIT.</p> 	<p>ANDOLINI'S</p> <p>EST. PIZZERIA 2005</p> <p>FREE GARLIC KNOTS</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>
<p>PAPA JOHNS</p> <p>FREE MEDIUM 1 TOPPING PIZZA</p> <p>WITH THE PURCHASE OF ANY LARGE OR XL AT REGULAR MENU PRICE</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>	<p>BOY SCOUTS OF AMERICA</p> <p>INDIAN NATIONS COUNCIL</p> <p>BONUS SAVINGS INCLUDED!</p> <p>THE MOST CONVENIENT WAY TO GET 1 GOOD OF 2 FOR 1 AND UP TO 50% OFF COUPONS NEAR YOU.</p> <p>VISIT: BSACAMPCARD.COM TO SIGN UP, USE ACCESS CODE: T77VNXEUT7</p> <p>START SAVING! EXPIRES 12/31/23</p>	<p>Wheels and Thrills</p> <p>FREE \$10 GAME CARD</p> <p>WITH PURCHASE OF AN UNLIMITED WRISTBAND</p> <p>NOT VALID ON THRIFTY NIGHT, ONE TIME USE, EXPIRES 12/31/23.</p>
 <p>BUY ONE HOUR OF JUMP TIME, GET ONE HOUR FREE</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>	<p>Westlake ACE Hardware</p> <p>\$5 OFF YOUR \$25 PURCHASE</p> <p>SEE BACK FOR DETAILS. ONE TIME USE, EXPIRES 12/31/23.</p>	<p>BAILEY RANCH GOLF CLUB</p> <p>BUY ONE GREEN FEE, GET ONE FREE</p> <p>DOES NOT INCLUDE CART, ANYTIME M-F AND AFTERNOON ON WEEKENDS. ONE TIME USE, EXPIRES 12/31/23.</p>
<p>TRACTOR SUPPLY CO</p> <p>\$5 OFF YOUR PURCHASE OF \$25 OR MORE</p> <p>SEE BACK FOR DETAILS.</p>	<p>CORNERSTONE ACE HARDWARE</p> <p>\$5 OFF YOUR \$25 PURCHASE</p> <p>SEE BACK FOR DETAILS. ONE TIME USE, EXPIRES 12/31/23.</p>	

BACK

 <p>HALF PRICE MAD SHAKE</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>	<p>Limit one coupon per customer. Excludes taxes, prior purchases, gift cards, extended warranties, such as the No Sweat Protection Plan, Bonus, store credit, services or excluded items detailed in-store or at BSACAMPCARD.COM. Cannot be combined with other offers. No restrictions or cash checks accepted. Offer not accepted at DICK'S Warehouse Sale or Dining, Dining, Game Locations. Valid 11/1/2023 through 12/31/2023.</p>	<p>PURCHASE A \$25 GAME PLAY & RECEIVE \$25 ADDITIONAL GAME PLAY FREE!</p> <p>113032002 E12312023 Expires 12/31/2023. Limit one coupon per guest per Power Card. Coupon may not be used between more than one Power Card. Not valid with any other offers including Eat + Play Combo, Half Price Games Wednesdays or any other game play promotion.</p>
<p>ANDOLINI'S</p> <p>EST. PIZZERIA 2005</p> <p>FREE GARLIC KNOTS</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>	<p>Three Dog Bakery</p> <p>\$5 ARFF \$25 PURCHASE OR MORE</p> <p>VALID AT OWASSO LOCATION ONLY. ONE TIME USE, EXPIRES 12/31/23.</p>	<p>PAPA JOHNS</p> <p>FREE MEDIUM 1 TOPPING PIZZA</p> <p>WITH THE PURCHASE OF ANY LARGE OR XL AT REGULAR MENU PRICE</p> <p>ONE TIME USE, EXPIRES 12/31/23.</p>
<p>Wheels and Thrills</p> <p>FREE \$10 GAME CARD</p> <p>WITH PURCHASE OF AN UNLIMITED WRISTBAND</p> <p>NOT VALID ON THRIFTY NIGHT, ONE TIME USE, EXPIRES 12/31/23.</p>	<p>BAILEY RANCH GOLF CLUB</p> <p>BUY ONE GREEN FEE, GET ONE FREE</p> <p>DOES NOT INCLUDE CART, ANYTIME M-F AND AFTERNOON ON WEEKENDS. ONE TIME USE, EXPIRES 12/31/23.</p>	<p>AIRTOPIA ADVENTURE PARK</p> <p>BUY ONE HOUR OF JUMP TIME, GET ONE HOUR FREE</p> <p>SOCKS NOT INCLUDED. WAIVERS REQUIRED FOR ANY PERSON ENTERING PARK REGARDLESS OF PARTICIPATION LEVEL. ONE TIME USE, EXPIRES 12/31/23.</p>
<p>Westlake ACE Hardware</p> <p>\$5 OFF YOUR \$25 PURCHASE</p> <p>SEE BACK FOR DETAILS. ONE TIME USE, EXPIRES 12/31/23.</p>	<p>ONE TIME USE ONLY. LIMIT ONE COUPON PER PERSON. NO PHOTO COPIES. NOT VALID WITH ANY OTHER COUPONS OR DISCOUNTS. NOT VALID ON TSC GIFT CARDS, CLUB CARDS, HOSTEL, AND NOT. POWER PLUS WARRANTY PURCHASES, DISCOUNTS ON CLEARANCE ITEMS, OFFER EXCLUDES THESE PURCHASES. VALID 11/1/2023.</p> <p>549394084549</p>	<p>Westlake ACE Hardware</p> <p>\$5 OFF YOUR \$25 PURCHASE</p> <p>EVENT #0110023W SOME EXCLUSIONS MAY APPLY. ONE TIME USE, EXPIRES 12/31/23.</p>

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