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# 2017 Coupon Book Sales Guidebook

San Diego - Imperial Council  
Boy Scouts of America



San Diego-Imperial Council  
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(619) 298-6121  
[WWW.SDICBSA.ORG](http://WWW.SDICBSA.ORG)

CONTACT INFORMATION

District	Coupon Book Sales Chairs	District Executives
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\*\* Coupon books will also be available for check out at the Scout office after 2/15/17 - 1207 Upas Street, San Diego, CA 92103

# Coupon Book Sales

## February 3<sup>rd</sup> – April 8<sup>th</sup>!

Goal: Fund Summer Camp Activities with the Coupon Book Sales!!!

Coupon Book sales are a major activity associated with the Scout Fair. Scouts and units have an opportunity to earn funds toward camp and other Scout activities. Coupon book sales are an approved fundraiser for all San Diego-Imperial Council Scouting units. Additionally, if each Scout invites a friend to the Fair, more youth will be introduced to Scouting and, perhaps, become Scouts themselves!

Coupon Books will be distributed at the February Roundtable! Units may contact the District Coupon Book Sales Chair for training and pick up of coupon books. Many vendors are offering discounts that Scouts and their families are sure to enjoy! The coupon books cost \$10 and include entrance to the Scout Fair! There are many discounted coupons making the coupon book a great value for everyone!

### 2017 Coupon Book Sales Campaign Timeline

<u>Action</u>	<u>Key Date</u>
Council Kick Off	February 3 <sup>rd</sup>
District Kick Off and Distribution	February Roundtables
March Roundtable Effort	March Roundtable
Coupon Book Sales Conclude	April 8 <sup>th</sup>
FINAL TURN – IN FOR \$5.00 PER BOOK COMMISSION	April 28 <sup>th</sup>

#### Commission:

50% (\$5.00 per book) CLOSE OUT BY APRIL 28<sup>TH</sup>  
40% (\$4.00 per book) Close out by MAY 31<sup>ST</sup>  
30% (\$3.00 per book) Close out by JUNE 30<sup>TH</sup>  
20% (\$2.00 per book) Close out by JULY 31<sup>ST</sup>  
10% (\$1.00 per book) Close out by AUGUST 31<sup>ST</sup>  
NO COMMISSION AFTER AUGUST 31<sup>ST</sup>

Note: Must have 50% deposits of original checkout in the bank before more books can be checked out.

Close Out means your unit has deposited all funds, returned all unsold books and submitted a completed Unit Master Record to the Council office.

Commissions will be deposited into unit accounts at the council office.

# Coupon Book Sales Information & District Distribution will be at the February Roundtables

Pick up your coupon books & receive training at your district roundtable.  
Also available from your District Coupon Book Sales Chairs  
or at the council office after 2/15/17.

## Coupon Book Sales Information

- The coupon book will cost \$10 this year, as previous years.
- Every unit will earn 50% of their total sales in commission if closed out by the due date of April 28<sup>th</sup>.
- These sponsors have provided great coupons this year.

Adventure 16	Menchie's Yogurt
Babycakes Bake Shop	Nickel City
Café 67	Padres
Club Z Tutoring	Papa John's
San Diego Children's Discovery Museum	Rockin' Jump
Chula Vista Nature Center	Rueben H. Fleet Science Center
DERKA Smog	Del Mar Fair
DICK'S Sporting Goods	Rise Consulting Group
El Pollo Loco	Rita's of Escondido
Fantastic Sams	San Diego Ice Arena
Flagship Cruises	Sea World/Aquatica
Fuddruckers	Sport Clips
Great Clips La Mesa	UltraStar Cinemas
Haines Criss Cross Directories	Urban Jungle
Invasion Laser Tag	Valvoline
Jersey Mike's	Ventriloquist Performance
Kamps propane	Which Wich Sandwiches
K1 speed	WOW Auto Care
Ralphs	San Diego Botanic Gardens
Another Side of SD Tours	Boomers!

## Unit Sales Chair Job Description

The Unit Chair is the key to a successful campaign. Being your Pack or Troop's Chair is a fun and rewarding experience and a great way to help your Scouts!

- Attend February Roundtable for sales training
- Support your unit at site sales (units may not sell coupon books at the Scout Fair)
- Promote the Coupon Book sales at your unit meetings. Explain how the campaign works, teach presentation skills and encourage every Scout to participate. There are great prizes and incentives!
- Distribute coupon books as needed and provide receipts. Emphasize to parents that money collected and unsold books must be returned on time. **Must have 50% deposits of original checkout in the bank before more books can be checked out.**
- Keep your District Coupon Book Sales Chair's name and number handy.
- Use the Unit Master Record to track all sellers in your unit.
- Deposit funds at any Wells Fargo Bank by April 28<sup>th</sup>. Make sure your Unit and Unit Number are on the deposits slips! Don't forget to keep copies!
- Return all unsold coupon books and turn in the Unit Master Sheet by April 28<sup>th</sup> – see the Commission Policy on Page 6.
- Keep copies of all your records.
- Distribute prizes to and congratulate your Scouts!
- Attend the Scout Fair on April 8<sup>th</sup> and have fun!!
- Coupon Book sales end April 8<sup>th</sup>.
- Close out your unit's account by April 28<sup>th</sup>
- Commissions will be deposited into unit accounts unless a check is specifically requested. Please indicate your choice on the Unit Master Record at close out. Commissions may not be paid to individuals

*Your District Sales Chair will help you throughout the Coupon Book sales campaign. Please contact your Chair or District Executive if you have any questions or need assistance.*

## Prizes and Incentives

### Commission:

50% (\$5.00 per book) CLOSE OUT BY APRIL 28<sup>TH</sup>  
40% (\$4.00 per book) Close out by MAY 31<sup>ST</sup>  
30% (\$3.00 per book) Close out by JUNE 30<sup>TH</sup>  
20% (\$2.00 per book) Close out by JULY 31<sup>ST</sup>  
10% (\$1.00 per book) Close out by AUGUST 31<sup>ST</sup>  
NO COMMISSION AFTER AUGUST 31<sup>ST</sup>

**Note: Must have 50% deposits of original checkout in the bank before more books can be checked out. Close Out means your unit has deposited all funds, returned all unsold books and submitted a completed Unit Master Record to the Council office.**

Youth: Individual youth can earn exciting prizes as listed below.  
Prizes are based on individual effort and not the unit's cumulative sales.

Prize Level 1: Sell 1 Coupon Book and receive the Coupon Book Sales Patch!



Prize Level 2: Sell 10 Coupon Books and receive the Coupon Book Sales patch AND a 2-hour pass to Rockin' Jump!



Prize Level 3: Sell 25 Coupon Books and receive the Coupon Book Sales patch, a 2-hour pass to Rockin' Jump, AND 2 tickets to a Padres game\*



Prize Level 4: Sell 50 Coupon Books and receive the Coupon Book Sales patch, a 2-hour pass to Rockin' Jump, 2 tickets to a Padres game\*, AND 2 tickets to UltraStar Cinemas.

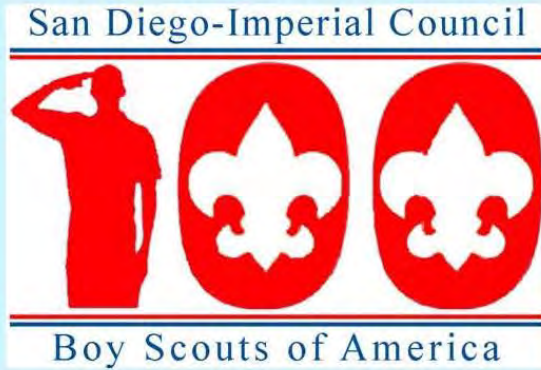


Prize Level 5: Sell 100 Coupon Books or more and receive the Coupon Book Sales patch, a 2-hour pass to Rockin' Jump, 2 tickets to a Padres game\*, 2 tickets to UltraStar Cinemas, AND 2 tickets to Aquatica Water Park.



\*Padres tickets have pre-determined dates





# 2017 CENTENNIAL SCOUT FAIR

**April 8, 2017**

**Qualcomm Stadium**

Come celebrate 100 years of Scouting in San Diego. Check out the Merit Badge Midway, high adventure climbing walls, Centennial Corporate Midway, OA Fun Zone, Chili Cook-off, Pack and Troop site and the San Diego 500 Pine Wood Derby Championship. So much to see and do, you won't be able to sleep the night before.

