
VALUE PACK SALES

Scout Fair not only offers your Unit the opportunity to feature its best Scouting skills and talents, it also gives your Scouts the chance to earn some great prizes while easily raising money to support your Unit program. This segment of the Leader's Guide will assist you in your Value Pack Sales effort.

VALUE PACK SALES KICK OFF MEETINGS

Value Pack Sales this year begins with **Value Pack Sales Kick-off Meeting** on **February 5 & 12** for all Unit Value Pack Sales Chairmen. Value Pack and support materials will be distributed at these meetings. Value Pack Sales can begin as soon as you pick up your tickets!

Value Pack Sales Kick-off meetings are scheduled to start at 7:00 p.m. at your district roundtable. Check your District Site.

PRIZES FOR YOUR SCOUTS

The prizes your Scouts can earn by selling Scout Fair value pack are better than ever! All Scouts will be mailed a special Prize Brochure explaining all the details about Triple Stamp Days

and Double Stamp Days and the great prizes available.

This brochure is also available on-line at www.samhoustonbsa.org

TRIPLE STAMP DAYS THROUGH MARCH 23

Normally for each value pack sold, a Scout receives one Prize Stamp. Accumulated Prize Stamps can then be redeemed for a wide range of valuable prizes.

A Scout's value pack sales abilities will earn him three times as much during Triple Stamp Days! Through March 23, your Scouts will earn three Prize Stamps, instead of one, for each ticket sold. All money collected during Triple Stamp Days must be turned in to the district ticket money turn-in center no later than **March 24** in order to receive triple stamps.

DOUBLE STAMP DAYS MARCH 24 THROUGH APRIL 13

Starting on **March 24** and ending on **April 13**, your Scouts will earn two stamps for each value pack they sell. Again, all money collected during Double Stamp Days must be turned in to the district value pack money turn-in center no later than **April 14** in order to receive double stamps.

From **April 14** through **April 18**, each value pack sold will earn one stamp for the Salesman.

SUPER SALESMAN PATCH

To help get your Scouts started off right, each Scout Value Pack Salesman will receive a special Super Salesman Patch for selling his first ten tickets. Patches will be available at district value pack money turn-in centers through **April 14** and at the Scout Fair.

WEEKLY DRAWINGS

In addition to Stamp Prizes, each time a Scout sells 10 value pack he can enter a weekly drawing for a special Back Pack. Entry forms must be at the Cockrell Scout Center by 4:00 p.m. on the dates of the drawings: **February 20, 27, March 6, 13, 20, 27, April 3, and 10.** Winners will be notified by telephone.

HOUSTON SCOUT SHOPS ARE PRIZE REDEMPTION CENTERS

Your Scouts can redeem their Prize Stamps for the prizes of their choice from the Prize Brochure at any of the five convenient Scout Shops locations. They can pick

out the prizes they've earned by finding their prize on display in the store, and exchanging the Prize Stamps they have (affixed to official Prize Stamp Cards properly filled out) for their prize. It's that easy!

On **April 18**, prizes will also be available at Scout Fair. In order for the prizes to be available at Scout Fair, one week prior to Scout Fair, prizes will not be available at the satellite stores. Two days prior to Scout Fair, prizes will not be available at the Cockrell Scout Center store. All stores will have prizes available one week after Scout Fair.

TOP VALUE PACK SALESMAN FOR EACH DISTRICT

The Scout who sells the most Value Packs in each District earns a special trophy, and a tent, compliments of Texsport.

TOP THREE VALUE PACK SALESMEN FOR THE COUNCIL

FIRST PLACE - The Scout who sells the most Value Packs in the Council earns everything for being the Top Salesman for his District, plus a very special trophy, and a \$100 Scout Shop gift certificate.

VALUE PACK SALES (continued)

SECOND PLACE - This Scout will receive a second-place trophy and a \$75 Scout Shop gift certificate.

THIRD PLACE - This Scout will receive a third-place trophy and a \$50 Scout Shop gift certificate.

DEADLINE- TOP VALUE PACK SALESMEN

The deadline to turn in the Top Value Pack Salesman for each District to the Cockrell Scout Center is Noon, Friday, April 17, 2009.

UNIT COMMISSIONS

40%!! If your Unit participates with a Scout Fair exhibit, your Unit will earn a 40% commission (\$4.00) for each \$10.00 Scout Fair Value Pack you sell. If your Unit does not participate with a Scout Fair exhibit, the Value Pack Sales commission drops to 30%.

Scout Fair Value Packs are easy to sell. Each Value Pack admits an entire family. Commissions will be paid to each Unit after all money, and/or unsold Value Packs are turned in, and your Unit's Value Pack Sales account is cleared (has a zero balance).

Your help is needed - all Units turning in money throughout the Value Pack Sales period on a check from your Unit account will help us expedite your commission process - thank you!

If your Value Pack Sales account is cleared by April 16th, your commission can be paid to you at the Fair. If you clear your account at the Fair, your check will be mailed to you no later than May 11, 2009.

Value Pack Sales money turned in after **April 18, 2009** will earn 10% commission, and after **May 30, 2009**, 5% commission. Any money you've turned in on or before **April 18** will continue to earn your original 30% or 40% commission. As you can see, it is very important and profitable to clear your account as soon as possible.

IMPORTANT COMMISSION CHECK INFORMATION

All commission checks will be made payable to and mailed to the person officially registered as COMMITTEE CHAIRMAN of your unit. It is important for you to see that the person listed in the registration department as your COMMITTEE CHAIRMAN is the correct person with the correct address.

