

Building a Unit Camp Card Goal



Method 1: Cards Per Scout Target

- _____ (A) Scouts in Unit (Available Sellers)
- _____ (B) Target % to sell (Average % of Scouts participating in fundraisers)
- _____ (C) Number of Scouts Selling (Scouts times % selling)
(= A x B)
- _____ (D) Average Cards Per Boy (How many cards should each Scout sell?)
- _____ (E) Number of Cards to reach Sales Goal (Target per Scout times Scouts Selling)
(= C x D)
- _____ (F) Commission to Unit
(= E x \$2.50)
- _____ (G) Number of Cards to Order (Goal + 30%)
(= E x 0.30) (Estimated 30% will remain unsold and can be returned without penalty)

Method 2: Commission Target

- _____ (A) Commission Desired (What amount is needed to support your unit?)
- _____ (B) Quantity of Cards to Achieve Commission
(= A / \$2.50)
- _____ (C) Scouts in Unit (Available Sellers)
- _____ (D) Target % to sell (Average % of Scouts participating in fundraisers)
- _____ (E) Number of Scouts Selling (Scouts times % selling)
(= C x D)
- _____ (F) Average Cards Per Boy (How many cards should each Scout sell?)
(= B / E)
- _____ (G) Number of Cards to Order (Goal + 30%)
(= B x 0.30) (Estimated 30% will remain unsold and can be returned without penalty)