



The 2026 Thrifty Ticket Unit Sales Program Leaders Guide



Updated March 20, 2026

www.greatriversscouting.org/thrifty_ticket/



The 2026 Thrifty Ticket Local Unit Sales Program



THRIFTY TICKETS PROVIDE

- Every participating Scout a way to fund their 2026 summer camping programs.
- A no-risk fundraising opportunity for local units.
- The highest return rate of any Council in the nation, with 65 cents of every dollar raised benefiting the local unit or Scout directly.

THRIFTY TICKETS ARE

- A \$10 discount card that has multiple food, service, and entertainment discounts for the customer to use throughout the calendar year.

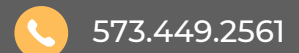
HOW THRIFTY TICKETS WORK

- The Council contracts with a vendor to design, produce, and ship a set number of cards to the Council.
- Great Rivers Council staff and interested local unit leaders contact businesses and organizations to gain local participation.
- Council delivers Tickets to participating local units in mid-March for sale to family, friends, and neighbors for \$10 each by Scouts.
- Participating Scouts sell Thrifty Tickets.
- Scouts return payments and unsold cards to unit leaders.
- Local units submit unsold cards and payment to Council.



FOR MORE INFORMATION

- Contact adam.crumbliss@scouting.org





THE THRIFTY TICKETS PROGRAM SCHEDULE

- March 20:** Thrifty Ticket distribution to local units begins.
- April 1:** Thrifty Ticket sales begin.
- May 15:** Thrifty Ticket sales end.
- May 22:** Deadline for Scouts to submit payments and unsold Thrifty Tickets to local unit coordinators.
- May 29:** Deadline for local units to return Council proceeds and unsold Thrifty Tickets to Council office.

THRIFTY TICKETS HELP SCOUTS GROW

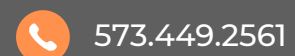
- Provides an opportunity to learn financial independence by funding their own way to camp programs or help support their local unit.
- Ensures communication skills development like persuasive speaking, customer service, and community engagement.
- Develops self confidence, resilience, and empathetic listening skills.
- Provides an opportunity to help educate others about the value and benefit of the Scouting experience.

A SCOUT IS THRIFTY



FOR MORE INFORMATION

- Contact adam.crumbliss@scouting.org





Keys for a Successful Thrifty Tickets Sale Program



Thrifty Ticket Sales Have Three Goals

- Getting your Scouts excited about summer camping opportunities.
- Informing parents or guardians about why their Scout should have a camp experience and how Thrifty Tickets help them pay their way.
- Helping local units generate revenues to offset camp costs or fund other unit needs.

Ensure a Successful Local Unit Kickoff

- Recruit a volunteer or leader to serve as a Thrifty Tickets Champion.
- Send out 'Teaser' messages to potential sales prospects in advance.
- Promote the Kickoff thoroughly across communication platforms.
- Host a Kickoff Event for Scouts with snacks, drinks, music or anything else to make it fun!
- Make sure every Scout in the local unit gets at least 10 cards to sell.
- Set local unit sales goals and goals for each Scout.
- Create a local unit incentive program for your sale.
- Keep your Kickoff brief but FUN!

Remember we are selling Scouting not just Thrifty Tickets

- Help Scout families understand this isn't just about fund-raising; its about promoting awareness and understanding of the impact that Scouting has in our communities and on our youth.
- Emphasize the importance of Scouting to raising community-minded youth that are learning skills and values that promote good character development.
- Every Thrifty Ticket sold helps a Scout along their Scouting Journey and that each sale is about supporting the growth and development of our youth into future leaders.



Helping Scouts Be Successful in Selling Thrifty Tickets



Help Scouts Gain Practice in Public Speaking and Entrepreneurship

- Have your scouts roleplay and practice during the kickoff.
- Make sure the kickoff is fun and recognize those who do well.

Always Be Safe

- Have a parent or guardian with the Scout or use the buddy system.
- Never enter a person's home to sell.
- Avoid selling after dark or carrying large amounts of cash.
- Stay on sidewalks, off of grass, and away from dangerous spaces.
- Always be courteous.

Have Scouts Follow Best Practices

- Wear their Scouting uniform
- Smile and introduce themselves and their unit:
"Hello, I'm _____ from Unit _____"
- Explain what they are doing:
"I'm raising money to help pay my way to camp this year."
- Tell them how they can help:
"Your purchase of a Thrifty Ticket helps me raise funds to pay for camp and provide a service to my community."
- Point out valuable discounts and the Scout's favorites:
"My favorite discount is _____."
- Close the sale and make sure to thank the person for supporting Scouting:
"Thank you for helping me be able to attend camp this summer and for supporting Scouting."
- Selling to family members, friends, and neighbors are a great way to jump start your sale.
- Sell door to door.



Scout Thrifty Ticket Tracking Form

Scout Parent: Complete top portion of form and return to local unit Thrifty Ticket coordinator upon receipt of Thrifty Tickets for sale.

Unit Type and Number (Pack, Troop, Crew, Post, or Ship) _____

Parent Name _____ Youth Name _____

Parent E-mail Address _____ Phone Number _____

Parent Address _____ City _____ Zip Code _____

Number of Thrifty Tickets received for sale on this form _____

I acknowledge that each Thrifty Ticket received has a value of \$10.00 and will return all sales proceeds and unsold Thrifty Tickets to the local unit Thrifty Ticket Coordinator not later than May 15, 2026. I further acknowledge that I may only return unsold Thrifty Tickets that are in new condition (including all snap off discounts) and am responsible for the full price of any unsold Thrifty Tickets that are not in new condition.

Signed and Dated by Parent _____

Local Unit Coordinator: Complete remainder of this form after sale to assist in verifying and reconciling revenues and unsold tickets.

Total Number of Thrifty Tickets Issued (From Above) _____

Total Number of Thrifty Tickets Sold _____

Total Number of Unsold Thrifty Tickets Returned in New Condition _____

Total Number of Unsold Thrifty Tickets Returned in Damaged Condition _____

Total value of Checks received with this form _____

Total value of Cash received with this form _____

Total value of Funds electronically (Venmo, Other) with this form _____

Total value of Funds collected (All Sources Above) _____

Signed and Dated by Local Coordinator _____

