

Camp Sell Calendar

	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	
C Conceptualizing	* Build anticipation for next year's camp with the energy from the kids who just returned.	* Camp promotion year round is a must.	* To get 35 kids to camp, you need 100 on the list that you're asking.	* For kids to go, you must go. * Plan as if you are the camp manager for your kids.	* Sell Committee and other Christian parents on camp – their support will help encourage kids to go.	* Young Life camp should be the most attractive kid's activity in your community.	* Most kids don't listen to club announcements – talk to them one on one. * No is not no forever.	* Kids sell kids better than we do. * Don't consider a kid to be "signed-up" until their deposit is in.	* Always ask kids one on one – asking kids in a group is not very effective.	* Never allow money to be an issue. * Never sell camp to the point of jeopardizing your relationship with that kid.	* We must believe it will be the "greatest week in kids lives".	* Make the whole camp experience about showing kids God's excellence.	
A Acting	* Create an evaluation system to make sure you have covered all bases well - what can be Better/different from last year?	* Create a Camp Sign-Up checklist. * Start fundraising for summer camp now – Bunnings / Aldi BBQ's, car washes before the cold	* Get firm commitments from leaders about taking kids to summer camp. * Continue fundraising for summer camp now – are there lots of leaves that need to be raked right now?	* Get camp dates to kids early to beat vacation, sports camps, etc. Camp letter with dates to parents you know always go on family holidays in Jan	* Make sure your leaders always have plenty of brochures.		* Plan and pray with the goal that camp and the trip out there go smoothly (double check bus/plane reservations, etc).	* Be prepared to answer key question - "Who is going?".	* Keep on-going list of who has been asked.. a kid who says no in April may become available in October.	* Communicate to kids any special things they will need to bring to camp, or things they will want leave at home.		* Get a camp video to show during the fall banquet. * Take pictures at camp for promoting next year's trip – kids like to see their friends.	
M Motivating	* Have a camp reunion when you return to keep the memory alive. * Give kids the vision to either: - return on camp a second time with a group of friends - attend camp as work crew	* Start telling kids dates for next January, especially key kids / kids that are returning – they will be key in your camp strategy!	* Sell summer camp on water ski weekend away.	* Have an interest sign up sheet at club for every kid remotely interested. * Give leaders the vision: -what will this mean for their lives? -how will their ministry look next year?	* Have parents sign-on to Centre Pay		* Summer camp looks great when the winter weather is miserable. * Show camp video again at clubs / schools etc.	* Find out what a particular kid is interested in and highlight that activity at camp.	* Tell kids sincerely... "I am looking forward to being with you." – you have to mean it!!	* Keep selling camp until trip leaves.		* Have pre camp get togethers for signed up kids and potentials (BBQs, pool parties, volleyball, etc.).	
P Praying	* Give thanks for kids who met Christ at camp and pray for those who are still thinking. I Thess. 5:16-18	* Pray that the Lord would give you vision for the year. Ask him "Where do You want us to go/do with summer camp?"	* Pray that God would bring specific kids to mind to ask to camp.	* Pray for winter camps. Also, that new believers would continue to seek Christ and tell their friends about Him.	* Develop prayer chart of possible kids (Yes, Maybe, No Way). Mark 1:35	* Pray for God to put excitement in kids' hearts about signing up for camp.	* Get local "prayers" to pray for kids.	* Get Campaigners praying for lost friends, younger students. Mark 2:1-12.	* Pray that kids' faith would be strengthened by praying for their friends and watching God work.	* Pray for kids by name daily.	* Bathe the actual Camp week in prayer.		* Pray for safety at the camps and that kids' hearts would be softened.