

CANDY CONNECTION

CANDY *sale* 2025



Camp Fire
Snohomish County

GET READY FOR CANDY SALE!



- Why Candy Sale?
- Products
- Supporting Camp Fire in 2025
- How does Candy Sale work?
 - Candy Calendar
 - Candy Captains
 - Many Ways to Sell
 - Setting Goals
 - Awards and Prizes
 - Site Sales
 - Safety Rules
 - Candy Sale Guidelines
 - Tips for Success
 - About Camp Fire
 - Site Sale Rules and Guidelines
- Sales and Sense National Project
- Questions and Contact Info
- Candy Celebration: Save the Date!

← YOUR GUIDE TO THE
2025 CANDY SALE

A young girl with dark hair, wearing a pink patterned shirt and a dark vest, stands in front of a large green circular graphic. She is holding a white sign with blue text.

**BUY CANDY
NOW!!**



WHY CANDY SALE?

SUPPORT CAMP FIRE

Funds raised from candy sales go directly to the Camp Fire club program!

Clubs earn money to put towards club activities, projects, and other experiences.



DEVELOPING SKILLS

Confidence, communication, money management, goal-setting, and more!

EMPOWERMENT

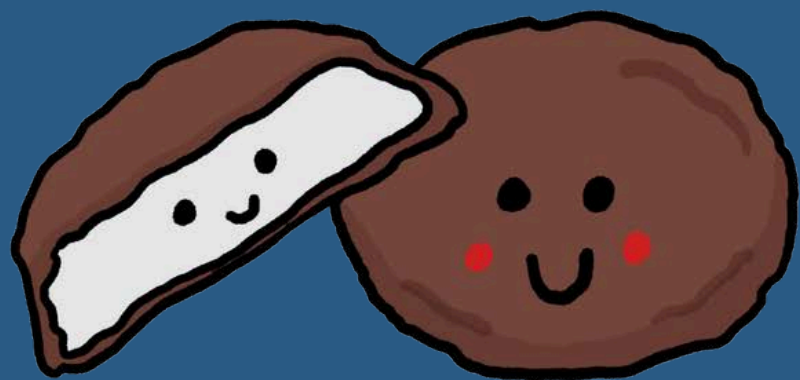
Youth take the lead and gain a sense of accomplishment. Individuals earn prizes and candy currency!

COMMUNITY ENGAGEMENT

Spread the word about Camp Fire youth programs and presence in the community!
Connect with Camp Fire Alumni!

MEET THE CHARACTERS!

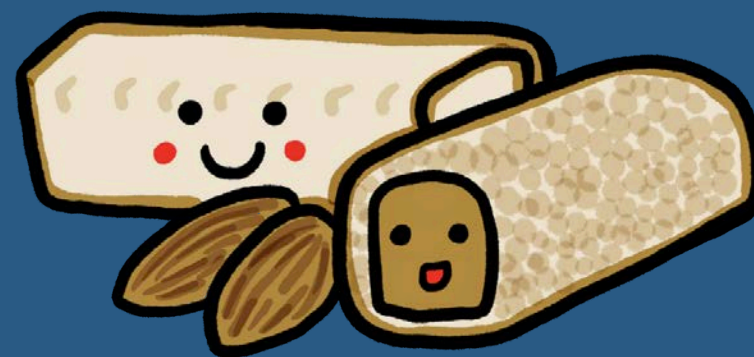
\$7.00



MINT
PATTIES



ALMOND
CARAMEL
CLUSTERS

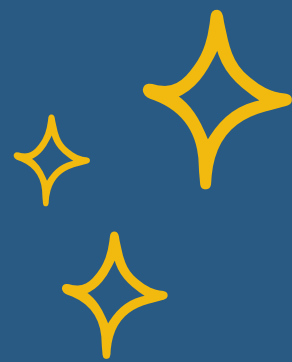


ALMOND
ROCA



P.NUTTLES

WOULD YOU LIKE TO SUPPORT CAMP FIRE?



There are two ways customers can support local Camp Fire youth during the candy sale:

- Purchase candy for \$7 per package
- Make a donation to Camp Fire!



HOW DOES CANDY SALE WORK?



- Sale runs **January 17th – February 17th!**
- Your Candy Captain is your go-to person!
- Sell to Family, Friends, and Neighbors
- Sell at Site Sale locations within Snohomish County
- Follow safety rules and candy sale guidelines
- Earn emblems, prizes, and rewards for your club!

 Find **downloadable Candy Sale forms and promotional resources** on the Camp Fire Snohomish County website:

www.campfiresnoco.org/events/candy-sale/



CANDY CALENDAR

Sun, Jan 12th

CANDY RALLY
& Candy
Distribution



Fri, Jan 17th

Candy Sale
Starts



Mon, Feb 17th

Candy Sale
Ends



Club Members
close out
accounts with
Candy Captains

Sun, Feb 23rd

Fri, Feb 28th

Candy
Captains close
out accounts
with Office



Sat, March 15th

Candy Seller
Celebration & Birthday
Skating Party



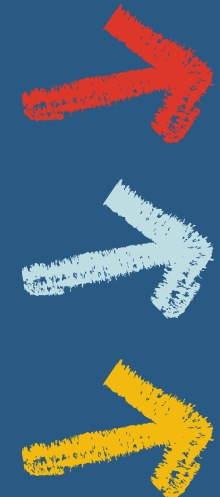
KNOW YOUR CANDY CAPTAIN!



- Each club has a Candy Captain
- Check-out candy and coordinate swaps/returns with your Candy Captain
- Turn money into your Candy Captain once a week
- Candy Captain will help club members work together to meet club goals
- Check-in regularly with your Candy Captain about your goals and sales totals
- Keep and share records with your Candy Captain
- Need more candy? Ask your Candy Captain!
- Have Questions? Ask your Candy Captain!



THERE ARE MANY WAYS TO SELL!



- Sell to Family, Friends, and Neighbors!
- Sign up to sell at our pre-arranged Site Sale locations!
- Arrange to sell at a local small business within Snohomish County
 - (Please do not contact stores we have pre-arranged agreements with or other large business chains.)

Candy may be purchased on the Camp Fire Snohomish County website for shipping or pick-up.
Tell customers to mention your name!



Collect Donations!

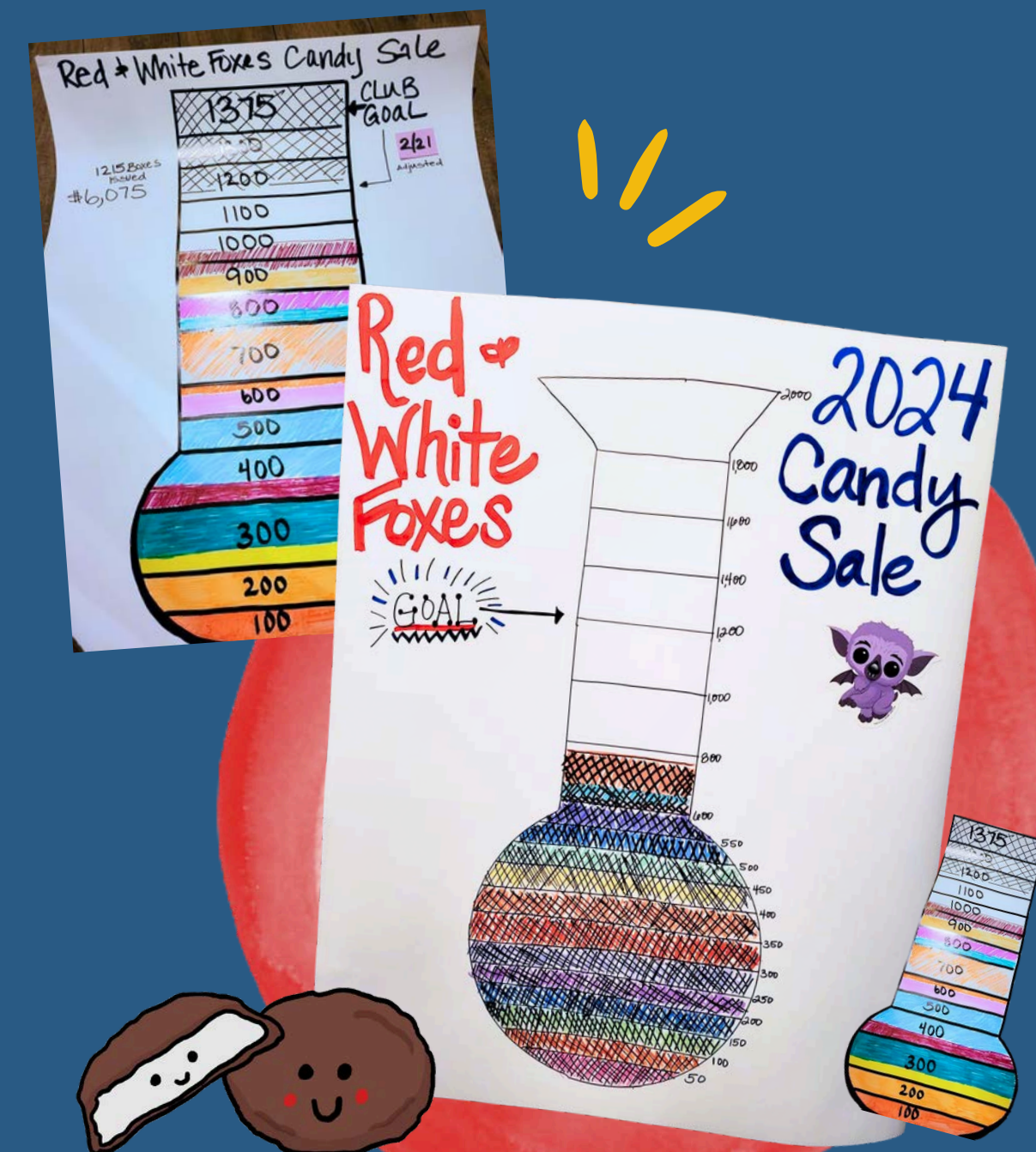
Sell Online!

[**CLICK HERE**](#)



SETTING GOALS

- Set individual and club goals!
- Our council goal is for members to sell **Fair Share** – an average of 75 units – this assures the program is affordable and available to all.
- Some sellers will sell more and some will sell less – What's important is setting a goal and working to meet your goal!
- It's important to re-evaluate your goal when needed!
- Work together with your club to sell all candy! Your Candy Captain can help you swap or transfer candy between club members to ensure all members have access to candy and can meet their sales goals.

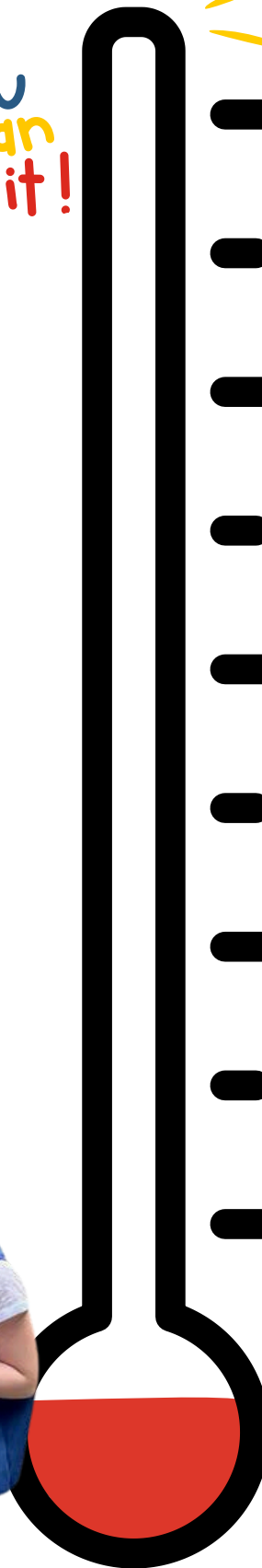


AWARDS & PRIZES

- Clubs earn money they can use to purchase supplies and fund special projects and outings.
- Youth can earn emblems, prizes, and Candy Currency – credit they can use in the Camp Fire store toward uniforms, emblems, and merchandise, or towards registration at Camp Killoqua!



you
can
do it!



300 units Ride the Party Van to our Roller Skating Event March 15th!

Families with multiple sellers who each sell 250 units earn Party Van rides.



+30 units 1 additional drawing entry for a week at Camp Killoqua for every 30 units sold after 150



150 units **SUPER SELLER**
Drawing entry for 1 week at Camp Killoqua



Families with multiple sellers who each sell 120 units earn Super Seller.

120 units Camp Fire Stuffie



90 units Medallion



75 units **FAIR SHARE**
Fair Share Emblem



15 units Candy Sale Emblem



5 units Certificate



- **Earn Candy Currency!** Starting at 75 units sold, earn \$8.50 in Candy Currency. Earn an additional \$8.50 for every +15 units sold.
- **Contribute to your Club Refund!** Clubs earn \$0.35 per unit sold if their returns are less than 5% at the end of sale.

SITE SALES

To view available sites, email club@campfiresnoco.org to request a link to the Site Sale schedule.

TO SCHEDULE, CONTACT: VALERIE AXTMAN
Site Sale Coordinator

425-210-0228

PLEASE TEXT 8AM-7PM

Call if Necessary



Sign up to sell in front of Snohomish County businesses!

- Please do not contact listed stores or other large business chains.
- Pop-Up Sales: You are welcome to arrange your own sales at other local small businesses. Contact us for policies and more information.

Totem Diner (Everett)
Haggen (Marysville)
Haggen (Lake Stevens)
Haggen (Stanwood)
Fred Meyer (Snohomish)
Fred Meyer (Mill Creek)
Dicks Sporting Goods (Smokey Point)
Home Depot (Everett)
Ace Hardware Cedar Plaza (MLT)
Town & Country Market (Mill Creek)

[Site Sale Rules and FAQ](#)
[CLICK HERE](#)



Givebutter

WHAT TO BRING

1. Candy – more than you think! At least 2 cases of mints and 1 case of others
2. Change – \$40-\$75 recommended in \$1s, \$5s, and \$10s (At least four \$5s, two \$10s, and twenty \$1s suggested)
3. Givebutter QR code (for customers who want to pay with card)
4. Camp Fire uniform
5. Small table or TV tray
6. Poster or banner from your Candy Captain to display at your table
7. Warm layers – don't forget boots and gloves
8. A good attitude!



GIVEBUTTER

- Set-up Givebutter with your Candy Captain Use a QR code to take Credit Card and other online payments (Apple Pay, CC, Paypal, etc.)
- Customers fill out their name/address/credit card info and pay a small fee



SAFETY RULES



- Never sell alone; always sell with an adult.
- Never enter a home to sell candy.
- Practice traffic safety rules.
- Never leave a cash box or donation jar on the table.
- Only youth who are currently registered may sell candy and earn awards.
- Decide on a safe way to carry money and where to keep it at home until it is turned in.
- Turn in money as soon as possible.
- Keep products away from heat, cold, pets, etc.
- Parents and youth are financially responsible for products checked out to youth. Any losses or theft should be reported immediately.
- Report all emergencies immediately.



Report incidents and emergencies to Camp Fire:
425-258-5437 (During business hours – Camp Fire Office)
425-330-0277 (After hours – Nelly Osborn)



CANDY SALE GUIDELINES



- Follow the safety rules.
- Only youth who are currently registered may sell candy and earn awards.
- Youth are allowed to sell and fill Candy orders beginning on January 17th.
- Store Candy in a safe, dry place away from direct heat and pets. Do not leave candy in a car.
- During your weekly check-in with your Candy Captain, communicate your sales goals, total sales, turn in money, and ask for additional candy or return extra candy that others may be able to sell.
- Make checks payable to: Camp Fire. Do not accept checks over \$105.00 or Canadian currency.
- To sell at a business, you must make an appointment with the Site Sale Coordinator, and you must follow the Site Sale Rules.
- When selling in apartments or condos always have permission of the manager.
- Sale ends February 17th.
- Make an appointment with your Candy Captain to close out your account and turn in your money by **Friday, February 23rd**.
- At the close of the sale, clubs returning 5% or less candy checked out will receive a club refund of \$.35 per unit sold.



TIPS FOR SUCCESS

- Know your why! Be able to articulate your goals and what you will do with the money that is earned – this is the #1 question customers will ask!
- Practice making change and what you will say.
- Keep two envelopes with you when selling: one for candy money, one for donations.
- Always wear your uniform and Camp Fire ID tag! Wear your vest over your coat so it is visible.
- Be respectful! Good behavior is important, you are a representative of Camp Fire.
- Always say “Thank you!” even when a customer says no.
- Only ask as the customer is leaving the store.
- Learn effective sales techniques.

SUCCESSFUL SALES STRATEGIES

- Practice making positive requests to support Camp Fire.
 - “How many would you like to buy?”
 - “Can I sell you one of each kind?”
- Know answers to commonly asked questions.
 - “What is the money used for?”
 - “What is Camp Fire?”
- Turn a negative into a positive!
 - If a customer says “I have allergies” help them make a different choice or suggest they make a donation.
- Always say, “Thank You for Supporting Camp Fire!”
- Keep a friendly, positive attitude and an organized display.

WOULD YOU LIKE TO SUPPORT CAMP FIRE?

ROUND UP FOR CAMP FIRE!



ABOUT CAMP FIRE

Founded in 1910, Camp Fire was the first nonsectarian, multiracial organization for girls but today is an inclusive national youth development nonprofit that serves all young people.

By creating safe spaces where young people can have fun and be themselves, its 47 affiliates in 24 states provide affirming, year-round, youth-driven experiences—school day programs, afterschool programs, leadership programs, and camps and outdoor education—that enable youth to develop essential skills that have long-term benefits and make a positive social impact on the world.

Our Mission

CAMP FIRE CONNECTS YOUNG PEOPLE TO THE OUTDOORS, TO OTHERS, AND TO THEMSELVES.

Our Programs

Clubs

Day and Overnight Camps
Leadership Programs
After School Programs
and more!

Get Involved

[Join a Club!](#)

[Register for Camp!](#)

[Connect with Alumni](#)

Friendship

Team Building

Fun & Games

Self-Discovery

Environmental Awareness

Community Connection



SITE SALE RULES & GUIDELINES

WANT TO SELL IN FRONT OF A BUSINESS?

- This is called a Site Sale! Site Sales are a great way to help you meet your goal. While some youth still prefer to sell to family, friends, and neighbors, selling in front of a business can be very successful!
- The volunteer Site Sales Coordinator has contacted stores to participate in the sales this year.
 - Please do not contact listed stores or other large business chains. You are welcome to arrange your own sales at local small businesses.

SITE SALE RULES

- You must follow these rules or the youth may be disqualified from all prizes and awards.
- Keep your display to a small table. Do not attach any posters or signs to any business structure. Please do not set out a “tip” jar.
- The parent of the youth member will make the appointment, not the club leader or candy captain.
- Up to three site sales may be scheduled per child with the Coordinator each day.
- Your child must be accompanied by an adult at all times while selling.
- Only registered members may sell candy.
- All sellers must wear their official candy sale identification tag.
- Since your child is representing Camp Fire we want a good impression left on the business and the public. Stress the importance of good behavior while selling. Always say “Thank You,” even if the customer doesn’t buy. Remember to leave the business site as you found it.
- Only ask as the customer is leaving the store.
- If you cannot attend your scheduled site sale, contact the Site Sale Coordinator. Some prime spots have a waiting list.
- The first day to make site sale appointments is January 13th. Please do not text before that date.

SITE SALE RULES & GUIDELINES

SITE SALE FAQ

Do parents contact the business directly in order for youth to sell there?

No! Make an appointment with the Site Sale Coordinator. The stores who have many groups booking site sales ask that we limit contact to one person during the sale.

How do I make Site Sale appointments?

1. Look through the list of approved sites.
2. You may book Site Sales anywhere within Snohomish County's boundaries.
3. Choose the places that you would like your child to sell, with 1 or 2 alternatives.
4. TEXT the coordinator with up to 3 reservations for your child. Have this information ready:
 - Your name, phone number, and child's name
 - Date you wish to sell and name of business
 - Time you wish to reserve- appointments are arranged in 2 hour blocks (on the even hour, i.e. 12pm – 2pm).
5. Please be respectful of the coordinator's time. They are volunteering their efforts!
6. To view available sites, email club@campfiresnoco.org to request a link to the Site Sale schedule.

What should I do if we arrive at our reserved site and another Camp Fire member is there?

This unfortunate situation requires cooperative problem solving! Remember the other party is probably just as surprised to see you as you are them!

Suggestions for resolution:

- Verify site appointments with the other party. Multiple site sale appointments can lead to confused appointments.
- If both parties state they are scheduled for the site, call the Site Sale Coordinator to clarify the booking with their records and find a new site if applicable.
- If the Coordinator is unavailable, work together! Flip a coin to see who goes to the other site or share the present site.

SALES AND SENSE NATIONAL PROJECT

Activities

- Safety Rules
- Role-Playing Sales Scenarios
- Money Management
- Teamwork Games

[Sales and Sense Emblem Project](#)
[CLICK HERE](#)



QUESTIONS?

CONTACT

Candy@CampFireSnoco.org

425-258-5437 Camp Fire Office

425-330-0277 Nelly Osborn (After Hours)

425-210-0228 Valerie Axtman, Site Sale Coordinator

THANK YOU!

Thank you Club Sellers and Families!

Thank you Volunteer Candy Captains!

Thank you Club Leaders and Co-leaders!



Thank you Candy Committee!



**SKATING
PARTY**

CAMP FIRE BIRTHDAY *and*
CANDY CELEBRATION



MARYSVILLE SKATE CENTER

7313 44TH AVE NE MARYSVILLE, WA 98270

Saturday, March 15th 2025

10:45 AM – 12:45 PM



**SAVE
THE
DATE**

BRING A FRIEND!



CANDY *sale* 2025

CANDY RALLY

Join us!



THE LODGE @ CAMP KILLOQUA

Sunday, January 12th 1-3 pm

- Enjoy Pizza and Hot Cocoa
- Fun Games and Activities
- Learn about Candy Sale
- Earn your Sales and Sense Emblem
- Pick up your Candy!



Clubs are invited to gather at camp at 12pm for self-guided winter nature walks ahead of the Candy Rally – this is a great opportunity to explore camp and get your club outdoors! Dress warm and consider bringing a sack lunch! A Scavenger Hunt will be available!





ROUND UP FOR CAMP FIRE!

ROUND UP YOUR CANDY PURCHASE OR DONATE TODAY
YOUR DONATION MAKES A DIFFERENCE

ALL PROCEEDS SUPPORT CAMP FIRE SNOHOMISH COUNTY YOUTH

\$7.00 each

\$105.00 per case (15 units)



\$10.00

1 candy
+
\$3 donation

\$15.00

2 candies
+
\$1 donation

\$30.00

4 candies
+
\$2 donation

\$40.00

5 candies
+
\$5 donation

\$50.00

7 candies
+
\$1 donation

\$100.00

14 candies
+
\$2 donation