

FOS 2009
Sample Unit Presentation

HAVE THE BOYS HELP YOU PASS OUT THE CARDS.

Good evening, my name is John Smith and I want to talk a bit about why Scouting is so important to each of us.

Scouting saves lives!

Don't just take my word for it. Take a look in our papers. Just this month, we've heard in the news of

(Share powerful local story of Scouting).

Thousands of Cub leaders, Scout leaders, and Explorer advisors save lives every day through this wonderful program that we call Scouting.

The lives that they save may not be at-risk and that is exactly the point. To save lives ... to improve lives before they need to be saved or improved. To build character before it's needed to make a tough decision. To make strong leaders before it's necessary to lead. To become a solid citizen before understanding all that that means.

Scouting is a special program and it's the reason that I'm here tonight to ask you to support its continuing work through Friends of Scouting.

Friends of Scouting is an annual commitment event to solicit financial support for the Santa Clara County Council.

Some of you may wonder what about annual registration dues. Those fees go directly to the National Council and not to the local council. In a sense, registration fees are like a franchise fee for us to continue to use the Scouting program.

Local Friends of Scouting contributions go to support areas that help your unit directly.

- a. Provide service center
- b. Support and improve facilities (Camp Chesebrough & Hi-Sierra)
- c. Provide a staff to support volunteers
- d. Organize Scout units
- e. Train leaders
- f. Conduct monthly Roundtables
- g. Provide major activities

All of us contribute to one charity or another, but a gift to Scouting assures that we place our dollars in an organization we believe in and use. It costs \$250.00 to support one youth for one full year in the Scouting program.

The bottom line is: If we will not support Scouting, who will? While giving is a personal decision, a gift that fits your interest in Scouting and ability to give is often best.

I'd like to walk through the pledge slip on the brochures that your boys have passed out and ask you to fill in your card as I go over the information.

GO OVER PLEDGE SLIP, INCLUDING:

- Gift Levels
- Options to pay tonight/monthly/quarterly
- Payment Options: Cash/ Credit Card/ Stock
- Matching gift option
- Gift is entirely tax-deductible

When you are finished with your pledge, please hold it up and one of the scouts who helped earlier will collect it.

As you finish your cards, I would like to share my own story about how Scouting saved my life.

ADD YOUR STORY OF HOW SCOUTING AFFECTS YOU, YOUR FAMILY, YOUR CHILD, ETC.

Supporting Scouting is one of the most important investments we can make. Let me encourage you to make your pledge tonight. I will be in the back of the room though out tonight's meeting. You can have your son bring me your pledge card and I will give him your recognition item tonight.

MAKE SURE TO BE AVAILABLE FOR QUESTIONS AND FOR PEOPLE TO HAVE TIME TO FILL OUT AND HAND IN THE CARDS. OFTEN TIMES THEY WILL NOT DO THIS UNTIL CLOSE TO THE CLOSE OF THE MEETING OR AT A BREAKOUT.

* TRY TO MAKE A SECOND ANNOUCEMENT THAT YOU ARE STILL IN THE BACK OF THE ROOM. ASK THE CUBMASTER OR SCOUTMASTER AHEAD OF TIME IF YOU COULD MAKE SUCH AN ANNOUCEMENT ABOUT A ½ HOUR AFTER YOUR PRESENTATION. THIS WILL REMIND PEOPLE THAT YOU ARE STILL IN THE BACK OF THE ROOM TO COLLECT THE MONEY.

FAMILY FRIENDS OF SCOUTING

TIPS FOR SUCCESS

- Begin asking units to name their Unit FOS Coordinator in early fall, perhaps at your district's Fall Program Planning Conference. When the Unit FOS Coordinator is named, invite him/her to attend the district's Family FOS Kick-off Meeting and Training.
- The Kick-off meeting is so units can schedule their presentation night at one time so conflicts can be worked out early. Try for Blue and Golds, troop banquets, etc. You want meeting nights that are well attended. Use a large calendar.
- The actual presentation is to be made to the parents by the most enthusiastic and respected unit volunteers, the Unit FOS Coordinator or a District Volunteer Presenter.
- Use presenters that parents can relate to....don't scare them off by using district chairman, district executive, etc. Volunteers are a must!
- Do an actual presentation at the Kick-off....enroll everyone there.
- Have the recognition items available to hand out to donors.
- Display recognition items so everyone can see them.
- Put pledge forms in an envelope...privacy is important!
- Supply pens...see your local bank or insurance agency. This is free advertising for them.
- Use the pre-printed donor forms, and have blank forms available for new donors and interested guests. Make sure all duplicate donor forms are removed.
- Make sure that you have an agreed upon unit goal!