



BOY SCOUTS
OF AMERICA
CASCADE PACIFIC COUNCIL

7 Steps to a **Winning** 2018 Friends of Scouting Presentation

1. Recruit a Friends of Scouting chair for your unit and attend your District Friends of Scouting Kickoff at your November or December Roundtable
2. Communicate your Unit Goal
 - a. Review “Unit Goals & Recognition”
 - b. Pacesetter recognition is offered for achieving your goal by March 9th, 2018
 - c. Share goals with the unit committee– commit to success together
3. Set the presentation date, time, location, number of expected families
 - a. Share the details in writing with all families at least two weeks prior
 - b. Successful units hold the presentation in January or February at the **Pack Blue & Gold Banquet** or **Troop Court of Honor**
4. Hold the presentation
 - a. Arrive early, set a pledge card and pen at every seat, bring extras
 - b. Speak from notes, practice your pitch, be prepared for questions
 - c. Tell your Scouting story, be proud to support Scouting and others will too
 - d. Invite every family to pledge \$200 for the year (\$16.67/mo.)
 - e. Encourage all to fill out their pledge card while you tell your story
 - f. Every family returns a card (even “no thanks”) to assist your follow-up
 - g. Tell the audience to hold their card up high in the air when finished
 - h. Ask two Scouts to walk around and collect all the cards
 - i. Say “thanks” and be seated, later announce how much has been raised
5. Complete FOS report envelope
 - a. Within 24 hours hand off the report envelope and pledges to your district executive (contact info in FOS packet)
6. Follow-up within two weeks
 - a. Call those that missed your presentation and invite them to contribute
 - b. Contact troop alumni, former leaders, parents of Eagle Scouts, members of your chartered organization and offer them highlights and news about your unit
7. Express appreciation on behalf of the BSA and all the scouts who benefit
 - a. Publicly thank those who worked on the Friends of Scouting Campaign
 - b. Thank the presenter and donors, & announce the recognition items

Thank you!

100% Friends of Scouting Supports local Scouts

www.cpcbsa.org/fosisaboutyourscout

Friends of Scouting helps

- Establish new packs and troops in neighborhoods and schools where scouting doesn't exist
- Provide the margin of excellence for our Scouts
- Deliver premier outdoor adventures for youth across eighteen counties in NW Oregon and SW Washington
- Keep up the magnificent Cascade Pacific Council camps
- Bring Scouting to at-risk youth
- Safeguard our Scouts, volunteer leaders, and chartered organizations with primary liability insurance
- Provide full-time professionals and support staff to serve our units and to recruit new families to Scouting
- Provide adult leader trainings year-round
- Make available membership recruitment materials for all units
- Supply resources to support units; applications, certificates, program helps, Roundtable materials, BSA literature and more
- Maintain service infrastructure such as online reservations
- Partially offset umbrella accident and sickness insurance to all units in the Cascade Pacific Council*
- 2017 Gifts helped create 35 new Cub Scout Packs

*The Church of Jesus Christ of Latter-day Saints provides LDS units insurance



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