



BOY SCOUTS OF AMERICA®
PATRIOTS' PATH COUNCIL

2018
FAMILY FRIENDS OF SCOUTING

TRAINING FOR DISTRICT
FOS PRESENTERS

Prepared. For Life.™



WHY WE NEED YOU

- Friends of Scouting campaign success depends on educating families.
- Most families (and even some unit leaders) do not understand the functions of the council and districts.
- Fees from registration and rechartering do not finance the council's operation.
- Our district's 2018 Friends of Scouting goal is \$_____.
- This is a critical part of our district reaching gold in journey to excellence.
- Our district will be making over ____ presentations to units. On some weekends, there will be several presentations on the same night. So, a team of presenters is needed.
- All units are receiving in-person presentations. The online presentation is only for follow up to an in-person presentation.

Provided by district professional or FOS chair

- ❖ DVD with the 2018 Friends of Scouting Video (4 minutes 37 seconds). Video can also be accessed from internet.
- ❖ Copy of presenter's talking points (pages 4-6 of these notes).
- ❖ Enough FOS folders for each family, plus 20% extra.
- ❖ Inserts for each FOS folder – card listing council accomplishments, card listing pledge options for monthly & doubling the donation, and pledge envelope.
- ❖ Address labels for all families registered in the unit.
- ❖ Projector with external speakers, if the unit cannot provide.
- ❖ Dvd player or laptop, if the unit cannot provide.
- ❖ Screen, if the unit cannot provide.
- ❖ Patches for unit leader and unit's FOS contact person.

PRIOR TO THE PRESENTATION TO FAMILIES

- Place each address label on the **OUTSIDE** of a FOS folder. You will have some extra folders for anyone who is not yet registered or for guests at your meeting.
- Place inserts and pledge cards in folder.
- Remind the unit FOS contact that they agreed to:
 - ❖ Hand out the FOS folders before the presentation.
 - ❖ Have the unit leader give an enthusiastic introduction
 - ❖ Hand you their pledge card at the end of the presentation, encouraging others to do the same.
 - ❖ Help collect the pledge cards after the presentation.

ON THE NIGHT OF THE PRESENTATION

- Arrive early.
- Set up AV gear and test connections.
- Remind the unit FOS contact that they agreed to:
 - ❖ Hand out the pledge cards before the presentation.
 - ❖ Have the unit leader give an enthusiastic introduction.
 - ❖ Hand you his pledge card at the end of the presentation, encouraging others to do the same.
 - ❖ Help collect the pledge cards after the presentation.
- Make your presentation using the notes below.
- Accept the unit's FOS contact person's pledge envelope at the front of the meeting (as you finish the presentation).
- Stay until the end of the meeting to receive the pledge envelopes.
- Leave the 2018 Family Friends of Scouting recognition program guide (last page) with the unit's FOS contact person.

HOW TO CONNECT THE AV GEAR

- You will be given a kit containing a projector, DVD player, amplifier, extension cord, surge protector and DVD.
- The kit will include a color display showing how wires connect the DVD player to the speaker.
- To turn on the projector, hit “*power*” twice. It may take a minute to warm up.
- On the projector, press the “*input*” button and select “*video*” if using our DVD player (select “*computer*” if using a laptop).
- Turn on the power switch on the side of the amplifier. The cable goes into “*audio out*” on the projector and into “*aux in*” jack on the amplifier.
- Volume is controlled by the “*aux radio*” knob on the amplifier.
- When done, be sure to turn off the power switch on the side of the amplifier or else the battery will drain.

AFTER THE PRESENTATION

- Do not open the pledge envelopes.
- Please bring the unopened pledge envelopes to the council service center on the next business day or arrange for your district professional to pick up.
- Please return the kit of AV gear and any unused materials.
- Within one day of returning the pledge envelopes, your district FOS chair or district professional will be able to tell you the results of the presentation.
- Please call the unit’s FOS contact person to inform them of the results.
- Remind the unit’s FOS contact person that they have agreed to send a message to every family that was absent, encouraging them to bring a pledge card to the next meeting or to use the hyperlink for their unit’s FOS page to pledge.

Your district FOS chair or district professional will send the hyperlink to the unit’s FOS contact person.

2018 FOS PRESENTER'S TALKING POINTS

Thank the unit leader for having you.

First, (speaking to boys assembled in front of you) –Scouts! Are you having fun in Cub Scouts/Boy Scouts?

Tell me some of your favorite activities.

Listen to some answers.

That sounds like a lot of fun. When I was a boy (or my son was), I did many things like that.

This part of the script allows the parents in the room to hear from their own sons why they like Scouts – this could be the first time they are hearing it from their sons.

I would like to tell you why I am still in Scouting all these years later. And why I even volunteer to visit packs and troops to talk about Friends of Scouting.

Tell briefly, in 2 or 3 minutes, why Scouting is important to you.

This part allows for you to make a connection with parents that you are one of them, not just some outsider asking for money.

(to parents) **No doubt you moms and dads have your son in Scouting not just for the fun but also for the impact it will have throughout his life.**

(to boys) **Let's watch a brief video about Scouting in Patriots' Path Council and all that it has to offer and then we'll talk briefly about many of the things you see in the video. Now watch closely...**

(PLAY VIDEO)

Boys, did you see some fun and cool stuff in the video that you'd like to do. (boys name a few)

(to parents) **We believe that everything our council does will allow boys to learn, grow and become leaders of tomorrow. We are preparing your boys to be successful in facing life's challenges.**

This next section makes sure that the parents really understand how FOS benefits their sons.

The FOS brochure shows that a lot of our council expenses are for Program, Volunteer Support, and Camping. How does this benefit your son?

Well, the Programs include a variety of events run by your district or the council – such as Jamborees, Klondike Derbys, Rocket Launches, Community Events, and much more.

Volunteer Support includes training for leaders in all positions and materials for recruiting new boys. We also want you to know that our professional scout staff is here to help you provide the best possible Scouting experience for your son.

Finally, we have 3 great camps that are available year-round. Camping is at the heart of the Scouting experience. Each year our camp staff works to improve the facilities and the activities offered at our camps.

So, you have heard me share Why FOS is important and How we support your leaders in deliver Scouting to your son. Will you help us with this task by contributing to FOS?

Tonight, we are simply asking you to make a PLEDGE. I would ask you at this time to fill out the pledge envelope provided to you. We will collect them in a few minutes. The envelope does show incentive items as well as an opportunity for the company that employs you to match your gift.

You do not need cash or a check to make a pledge. In fact, I would rather not carry away envelopes with checks and cash.

Our hope is that by your collective efforts you will help your unit achieve its goal in supporting FOS and potentially receive some additional incentives. I thank you for your time this evening. I'll give you a few minutes to complete your pledges.

(COLLECT PLEDGE CARDS)