



## 2019 FOS CAMPAIGN GUIDELINES & PRESENTATION SCRIPT

### Materials Needed at your Presentation

1. DVD with 2019 video on it (4min 30 secs)  
Video can also be accessed from internet at:  
<https://www.youtube.com/watch?v=yc9SnUo-iKU>
1. Copy of Presenters Script
2. Prepared FOS folders with pledge cards/envelopes + a few extras
3. Address labels for registered families
4. DVD player, Projector, speakers for video presentation
5. Patches for unit leader and FOS chair
6. Pledge envelope turn in incentives (if available)

These items need to be requested with a minimum of 3 days in advance from your districts' Development Executive.

★ Coordinate with unit leadership an ENTHUSIASTIC presentation. This will set the temperature in the room. The happier they are to have you there, the more responsive the families will be.

★ Unit's leadership should hand in their envelopes at the end of the presentation. This must be coordinated in advance.

Hand out already prepared FOS folders prior to presentation.

**Presenter:** *Hello ... Introduce self. Name, position, years in scouting...*

*Thank you for past support of FOS. I'll ask you now to please begin verifying or filling out the information on your 2019 pledge cards*

Ask for Cubs/Scouts – volunteer to help me share short message. (4 scouts needed)

**Presenter:** *I'm going to answer for you tonight 3 Questions – What is FOS?, Why should I support FOS? Who benefits from FOS?*

*To explain I'm going to use something familiar and useful to scouts- Fire*





**Scouts:** *What are some uses for fire? Scouts respond: Campfires at campouts, cooking, gather round to singing songs, making smores....*

**Presenter:** *Who knows what it takes to make fire? – Ask scouts to respond if you'd like. FUEL, OXYGEN, HEAT (first Scout holds up card 1) You need all 3 to light a fire correct? – take one away, what happens, fire goes out.*

*Just like fire, FOS is made up of 3 things also: You need...*

- 1. Youth/Scouts are the heat – they learn skills, patrol method, leadership, community service, advancement (2<sup>nd</sup> Scout holds up card 2F)*
- 2. Trained Leaders are the oxygen that enables the spark to ignite, teach, challenge scouts (3<sup>rd</sup> Scout holds up card 3F)*
- 3. Finally, great Programs are the fuel that helps the fire grow hotter and hotter. They are organized and executed at National level, Council level, District level. (4<sup>th</sup> Scout holds up card 4F)*

*Without these three elements, **Scouts/Leaders/Programs**, we have no fire, we have no Scouting*

**Presenter:** *Let's take a look at how the Council is funded. Just like the 3 elements needed to build a fire, the Council has 3 primary ways we raise the funds needed to run an effective Scouting program. (2<sup>nd</sup> Scout holds up card 2B)*

- 1. Endowments, Foundations, 2. Scout Shop, Activity and Camper fees, 3. Special Events and what I'm here to ask you to support today, Friends of Scouting (3<sup>rd</sup> Scout holds up card 3B)*

*So, What is FOS? "It's a significant component of the funding of Patriots' Path Council."*

*The next question is, why should we all support FOS with a financial donation or pledge? (4<sup>th</sup> Scout holds up card 4B) The simple answer is "Through your support of FOS, Scouts learn, grow & become leaders of tomorrow, make memories and are*



*prepared to face life's challenges. Scouting is FUN with a purpose, builds positive values and creates a foundation of good character traits."*

*Let's take a look at our video that addresses your investment in the future.*

*.... Show Video .... 4min 30sec*

**Presenter:** *Boys – scenes from video – what did you like in the video?*

*So Parents – to answer our final question, "who benefits from FOS?" the answer is, your scout(s) do. We have heard from other parents that Scouting is: "the best value you can invest in for your child for: 1. Building Leadership skills, 2. Learning Scout skills, 3. promoting diversity, 4. and allows for a Family Scouting experience."*

**Presenter:** *Parents, you are a very important component of our Scouting triangle.*

*Just like FIRE is an important component to a Scouts camping experience, so too is your support. I volunteer to be a part of scouting because I see first-hand the transition of young scouts transforming themselves into effective leaders. We want this trend to continue. We can only do it with your help and financial support, no matter how large or small. It all makes a difference. Will you invest in our future?*

**Presenter:** *I'm asking for help today – I'm only asking for a pledge*

*Your Unit will benefit – if reach your Unit's goal, you'll receive popcorn % incentive, \$\$ in Scout Shop.*

*I encourage every family to consider making a pledge.*

*I'd like to invite your Cubmaster/Scoutmaster/Venturing Leader to come forward at this time.*

*I believe you have something for me. (Leaders are encouraged (before the presentation) to present their pledge in support at this time) (Give thank you patches)*

**Presenter:** *Thank you all for your support. We will now collect your pledges.*