



BOY SCOUTS OF AMERICA®
PATRIOTS' PATH COUNCIL

2020

INVEST IN THE XPERIENCE OF SCOUTING

FRIENDS OF SCOUTING

TRAINING FOR DISTRICT

FOS PRESENTERS

Prepared. For Life.™



WHY WE NEED YOU

- Invest in the Xperience 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 re-chartering do not finance the council's operation.
- Our district's 2020 Invest in the Xperience of Scouting goal is \$_____. This is a critical part of our district reaching journey to excellence standards.
- 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 IXSFOS chair

- ❖ **DVD with the 2020 Invest in the Xperience of Scouting Video**
- ❖ **Video can also be accessed from the Council Website IXS/FOS page.**
- ❖ **Copy of presenter's 2020 Interactive Script and 2020 talking points.**
- ❖ **Two sets of pre-printed cards are being provided, one for each family and the other for historical alumni's of the unit. It is imperative that the set for families are distributed before the presentation begins.**
 - Suggested distribution methods:**
 - **Pick up table as families arrives, like a business meeting or wedding name cards.**
 - **Distributed by dens/patrols**
- ❖ **Enough IXS/FOS folders for each family, plus 20% extra.**
- ❖ **Inserts for each IXS/FOS folder – listing council accomplishments, listing pledge options with thank you premiums gifts and procedure for doubling the donation and for this year multi-year commitment giving.**
- ❖ **Projector with external speakers, if the unit cannot provide.**
- ❖ **Dvd player or laptop, if the unit cannot provide.**
- ❖ **Patches for unit's IXS/FOS Chair (only.)**

PRIOR TO THE PRESENTATION TO FAMILIES

- Place each pre-printed card under the flap of the window envelopes. 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 IXS contact that they agreed to:
 - ❖ Hand out the IXS folders 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.
 - ❖ Your district IXS/FOS chair or district professional will send the hyperlink to the unit's IXS/FOS contact person.

ON THE DAY OR 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 their 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 IXS/FOS Script or talking points.
- Stay until all the cards are collected or stay till the end of the meeting to receive the pledge cards in the envelopes.
- Leave the 2020 Invest in the Xperience of Scouting, FOS unit recognition program guide (last page) with the unit's IXS/FOS Chair.

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.