

To Friends of Scouting Presenters

Dear FOS Presenter:

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Please have unit leader introduce you and share why you are here tonight.

FOS Presenter Comments:

Poster 1. Welcome

“Good evening everyone. Thank-you for allowing me to talk about Scouting in the Pennsylvania Dutch Council and share with you the importance of your support in the development of our youth”.

“Thank you for involving your son in Scouting, I hope that your family is seeing the direct benefit from this experience. Tonight, I'm going to ask you to make a crucial investment... investing in your son's Scouting program. Funds raised tonight and throughout our annual Friends of Scouting program stay right here in Lancaster and Lebanon counties.”

Poster 1 Talking Points:

- Greet Everyone & Thank them for their time
 - I want to talk about a very Safe but extremely Rewarding Investment
 - All Dollars raised through FOS stays here in Lancaster and Lebanon counties to support our programs.
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Poster 2. “Some people may ask-Why Scouting? Scouting is a time-tested youth development program ... and one that’s fun! Think about what helped you decide to join the Scouting family. Is it that you wanted an opportunity for your son to get physically active and to spend quality time away from television and video games. Could it be that you were worried that your son spends too much time texting or messaging others and not experiencing enough face-to-face social interaction with a positive peer group. Or maybe it was that you were looking for a great environment to spend quality time with your son in an often hectic schedule.

Scouting provides so much for youth to do. They have a great time and most don’t realize the character, leadership, and personal growth they are making as part of the process. They are learning responsibility. They are growing independent. They are becoming good citizens. They are learning how to lead.”

“Research with Scouts and non-Scouts shows that:

- Scouts have higher success levels in school
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- Rate their fitness levels higher than non-Scouts as Scout
- Develop strong character traits that make them ideal leaders of their school sports teams, bands, clubs, church youth groups, and anything they get involved in
- Are more self-confident
- And have greater success later in life as responsible adults.
- Research also shows that Scouts are seen as leaders among their peers and are better able to handle emergency situations.”

“That’s the answer to Why Scouting!”

Poster 2 Talking Points:

- Over 106 years of time tested youth development programs
 - Why did you and your sons join Scouting?
 - Was it to be more physically Active?
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 - Scouting provides so much for Each of our young men
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 - Leadership
 - Personal Fitness
 - Citizenship Training
 - Fun with a purpose!!
 - Share one or two research items from above
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Poster 3. “So Who is the Pennsylvania Dutch Council? It’s you, me, and the other people in this room along with a few others like:

- The 5,200 local youth members we serve and encourage
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- The over 190 packs, troops, crews, and posts that create the positive peer groups for our Scouts
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“And all of this is provided with 100% local funding from people like you, me, and our other supporters. There are NO federal or National BSA funds that support local Scouting. Your application fees cover your national Scout membership. But the funds needed to make our Scouting program successful throughout the Lebanon and Lancaster counties come through fundraising and from supporters like you and me. The money raised here stays here.”

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- You and Me, Our Unit Leaders, Our Scouts, all of our Chartered Organizations that help us deliver Scouting
 - We have over 5,200 youth who experience Scouting in PA Dutch each year.
 - We have over 2,200 registered Adult volunteers who deliver the promise
 - Over 190 Packs, Troops, Crews & Posts
 - Over 130 Chartered Organizations
 - All of our programs are funded locally, FOS, Special Events, grants and foundations.
 - No Government or National BSA money
 - Your annual registration fee supports the national program development and support.
 - Your local support helps provide camping programs, leadership training, camperships and much more.
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Poster 4. How is the PA Dutch Council Funded.

“So we talked about the ‘Why’ and ‘Who’ of Scouting, so now let’s talk about the ‘How’. A successful Scouting experience happens when people volunteer and money is raised to provide quality programs. Almost two-thirds of the money that makes Scouting possible comes from local fundraising efforts like this one along with fundraising from local companies and foundations. The remaining funds come from camp revenue, fees, and a small percentage from the United Way, less than 4%.”

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 - FOS, Golf Outing, Distinguished Citizen Award Dinner
 - Remaining dollars come from camp fees and activities fees.
 - Chose 2 or 3 items from above to talk about
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Poster 5. “So, What does Scouting cost? For 2017, the total cost for quality Scouting programs serving our 5,200 youth runs more than \$2.1 million annually or about \$191 per youth member. In the course of 1 year, just think everything we talked about tonight—helping your son become more physically fit, more confident, more confident in life skills, and better prepared to meet the challenges facing him daily in his school and in his community. Then ask yourself is that worth \$191. \$191, that’s \$16 a month invested in your child’s leadership development and in all those lifelong benefits we have talked about.

“\$191 sounds like a lot of money and many of you have come here tonight with a thought about what you might be able to give or maybe you are here for the first time and are considering a first time gift. Any and every gift is appreciated, please, take a moment and think about what type of investment you might be able to make.

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Hold up the large pledge card...To make that gift, whether it be a one-time gift tonight or a gift over time all you have to do is fill in the pledge card.

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“Again, **Thank You** for all you do for the Scouts and for investing in your son and Scouting!”

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Poster 6 Talking Points:

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 - Share the Unit Incentive Plan
 - Please return your card and ACH form to me tonight.
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Poster 1. Welcome

“Good evening everyone. Thank-you for allowing me to talk about Scouting in the Pennsylvania Dutch Council and share with you the importance of your support in the development of our youth”.

“Thank you for involving your son in Scouting, I hope that your family is seeing the direct benefit from this experience. Tonight, I'm going to ask you to make a crucial investment... investing in your son's Scouting program. Funds raised tonight and throughout our annual Friends of Scouting program stay right here in Lancaster and Lebanon counties.”

Poster 1 Talking Points:

- Greet Everyone & Thank them for their time
 - I want to talk about a very Safe but extremely Rewarding Investment
 - All Dollars raised through FOS stays here in Lancaster and Lebanon counties to support our programs.
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Poster 2. “Some people may ask-Why Scouting? Scouting is a time-tested youth development program ... and one that’s fun! Think about what helped you decide to join the Scouting family. Is it that you wanted an opportunity for your son to get physically active and to spend quality time away from television and video games. Could it be that you were worried that your son spends too much time texting or messaging others and not experiencing enough face-to-face social interaction with a positive peer group. Or maybe it was that you were looking for a great environment to spend quality time with your son in an often hectic schedule.

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“Research with Scouts and non-Scouts shows that:

- Scouts have higher success levels in school
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- Develop strong character traits that make them ideal leaders of their school sports teams, bands, clubs, church youth groups, and anything they get involved in
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- Research also shows that Scouts are seen as leaders among their peers and are better able to handle emergency situations.”

“That’s the answer to Why Scouting!”

Poster 2 Talking Points:

- Over 106 years of time tested youth development programs
 - Why did you and your sons join Scouting?
 - Was it to be more physically Active?
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 - Was it to get them involved with a positive peer group?
 - Scouting provides so much for Each of our young men
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 - Leadership
 - Personal Fitness
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 - Fun with a purpose!!
 - Share one or two research items from above
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Poster 3. “So Who is the Pennsylvania Dutch Council? It’s you, me, and the other people in this room along with a few others like:

- The 5,200 local youth members we serve and encourage
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- The over 190 packs, troops, crews, and posts that create the positive peer groups for our Scouts
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“And all of this is provided with 100% local funding from people like you, me, and our other supporters. There are NO federal or National BSA funds that support local Scouting. Your application fees cover your national Scout membership. But the funds needed to make our Scouting program successful throughout the Lebanon and Lancaster counties come through fundraising and from supporters like you and me. The money raised here stays here.”

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Poster 4. How is the PA Dutch Council Funded.

“So we talked about the ‘Why’ and ‘Who’ of Scouting, so now let’s talk about the ‘How’. A successful Scouting experience happens when people volunteer and money is raised to provide quality programs. Almost two-thirds of the money that makes Scouting possible comes from local fundraising efforts like this one along with fundraising from local companies and foundations. The remaining funds come from camp revenue, fees, and a small percentage from the United Way, less than 4%.”

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- Two camps: J. Edward Mack and Bashore Boy Scout reservations. Funds raised go to support general camp operations and annual upkeep.
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- 2/3 of the money needed for Scouting comes from local fundraising efforts
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Poster 6. “Thank You, You and your support is important to delivering the program of Scouting to all our families”

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Poster 6 Talking Points:

- Thank You! Thank You! Thank You!
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 - New for 2017 – Scout Oath Series Center patch to tie in all 4 patches - \$250.00 contribution
 - \$300 donors receive the “Duty to Self” Challenge Coin
 - Share the Unit Incentive Plan
 - Please return your card and ACH form to me tonight.
 - Thank You! Thank You!
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To Friends of Scouting Presenters

Dear FOS Presenter:

Below are your comments for conducting the 2017 Friends of Scouting presentation. Thank you for making these important presentations. It's recommended that you enlist the support of six Scouts to hold each of the six posters as you read through the comments below. You should have them each hold up their poster individually as you get to those comments shown below. At the end of the presentation, the Scouts can put the posters away and help you by collecting the completed pledge cards from those present.

Again, we certainly appreciate your help with this important part of funding the year-long Scouting experience for all our Scouts.

Please have unit leader introduce you and share why you are here tonight.

FOS Presenter Comments:

Poster 1. Welcome

“Good evening everyone. Thank-you for allowing me to talk about Scouting in the Pennsylvania Dutch Council and share with you the importance of your support in the development of our youth”.

“Thank you for involving your son in Scouting, I hope that your family is seeing the direct benefit from this experience. Tonight, I'm going to ask you to make a crucial investment... investing in your son's Scouting program. Funds raised tonight and throughout our annual Friends of Scouting program stay right here in Lancaster and Lebanon counties.”

Poster 1 Talking Points:

- Greet Everyone & Thank them for their time
 - I want to talk about a very Safe but extremely Rewarding Investment
 - All Dollars raised through FOS stays here in Lancaster and Lebanon counties to support our programs.
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Poster 2. “Some people may ask-Why Scouting? Scouting is a time-tested youth development program ... and one that’s fun! Think about what helped you decide to join the Scouting family. Is it that you wanted an opportunity for your son to get physically active and to spend quality time away from television and video games. Could it be that you were worried that your son spends too much time texting or messaging others and not experiencing enough face-to-face social interaction with a positive peer group. Or maybe it was that you were looking for a great environment to spend quality time with your son in an often hectic schedule.

Scouting provides so much for youth to do. They have a great time and most don’t realize the character, leadership, and personal growth they are making as part of the process. They are learning responsibility. They are growing independent. They are becoming good citizens. They are learning how to lead.”

“Research with Scouts and non-Scouts shows that:

- Scouts have higher success levels in school
- Have higher graduation rates from high school and college
- Rate their fitness levels higher than non-Scouts as Scout
- Develop strong character traits that make them ideal leaders of their school sports teams, bands, clubs, church youth groups, and anything they get involved in
- Are more self-confident
- And have greater success later in life as responsible adults.
- Research also shows that Scouts are seen as leaders among their peers and are better able to handle emergency situations.”

“That’s the answer to Why Scouting!”

Poster 2 Talking Points:

- Over 106 years of time tested youth development programs
 - Why did you and your sons join Scouting?
 - Was it to be more physically Active?
 - Was it to get away from the tech world we live in today?
 - Was it to get them involved with a positive peer group?
 - Scouting provides so much for Each of our young men
 - Character Development
 - Leadership
 - Personal Fitness
 - Citizenship Training
 - Fun with a purpose!!
 - Share one or two research items from above
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Poster 3. “So Who is the Pennsylvania Dutch Council? It’s you, me, and the other people in this room along with a few others like:

- The 5,200 local youth members we serve and encourage
- The 2,200 local adult volunteers who give their valuable time as leaders and mentors to make Scouting relevant and fun for our youth
- The over 190 packs, troops, crews, and posts that create the positive peer groups for our Scouts
- And the 130 charter organizations, like yours, who provide meeting places and who use our Scouting programs as outreach programs

“And all of this is provided with 100% local funding from people like you, me, and our other supporters. There are NO federal or National BSA funds that support local Scouting. Your application fees cover your national Scout membership. But the funds needed to make our Scouting program successful throughout the Lebanon and Lancaster counties come through fundraising and from supporters like you and me. The money raised here stays here.”

Poster 3 Talking Points:

- You and Me, Our Unit Leaders, Our Scouts, all of our Chartered Organizations that help us deliver Scouting
 - We have over 5,200 youth who experience Scouting in PA Dutch each year.
 - We have over 2,200 registered Adult volunteers who deliver the promise
 - Over 190 Packs, Troops, Crews & Posts
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 - All of our programs are funded locally, FOS, Special Events, grants and foundations.
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Poster 4. How is the PA Dutch Council Funded.

“So we talked about the ‘Why’ and ‘Who’ of Scouting, so now let’s talk about the ‘How’. A successful Scouting experience happens when people volunteer and money is raised to provide quality programs. Almost two-thirds of the money that makes Scouting possible comes from local fundraising efforts like this one along with fundraising from local companies and foundations. The remaining funds come from camp revenue, fees, and a small percentage from the United Way, less than 4%.”

“Your contributions help give our Scouts quality experiences, like:

- Two camps: J. Edward Mack and Bashore Boy Scout reservations. Funds raised go to support general camp operations and annual upkeep.
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- Council services
 - Such as awards- like adult veteran awards, Eagle Scout Awards, or the summer time pack awards
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- 2/3 of the money needed for Scouting comes from local fundraising efforts
 - FOS, Golf Outing, Distinguished Citizen Award Dinner
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“\$191 sounds like a lot of money and many of you have come here tonight with a thought about what you might be able to give or maybe you are here for the first time and are considering a first time gift. Any and every gift is appreciated, please, take a moment and think about what type of investment you might be able to make.

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