

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

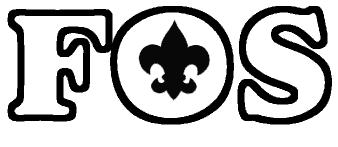
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

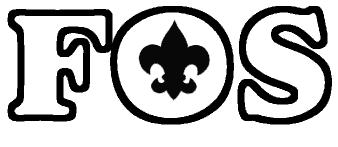
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

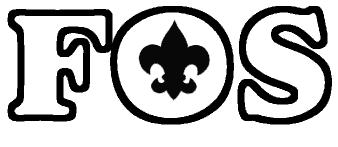
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

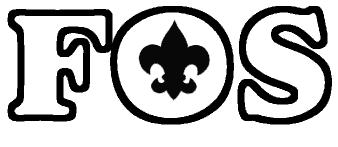
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

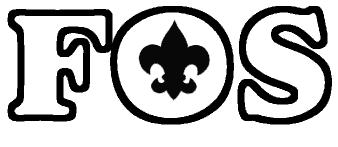
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

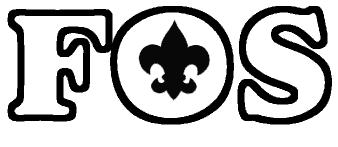
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



Dear Friends of Scouting Presenter:

On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis

Council Family FOS Chairman



Family Friends of Scouting Family Presenter POSITION DESCRIPTION

Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

PRINCIPLE RESPONSIBILITIES

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

FAMILY FRIENDS OF SCOUTING PRESENTER TIMETABLE

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

AFTER PRESENTATION

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

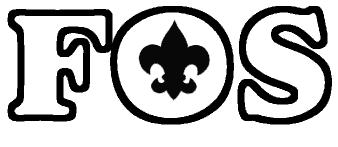
FAMILY FRIENDS OF SCOUTING CLOSING THE SALE

SECRETS OF CLOSING THE SALE

There are many little things that can be done during a Family FOS presentation to insure a high yield of contributions from the audience. These items will help guarantee success.

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

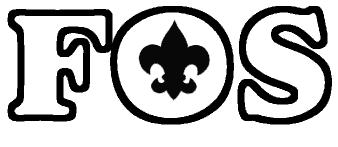
- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Friends of Scouting

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

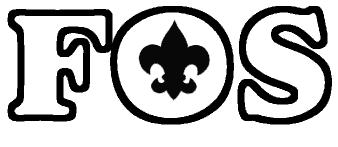
- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Friends of Scouting

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

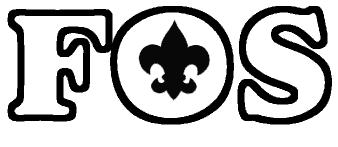
- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Friends of Scouting

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

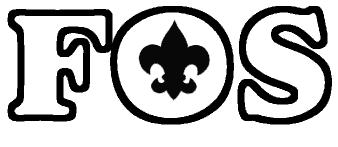
- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Friends of Scouting

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

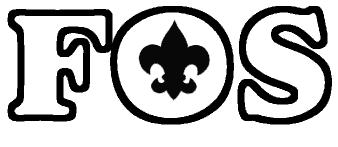
- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Friends of Scouting

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

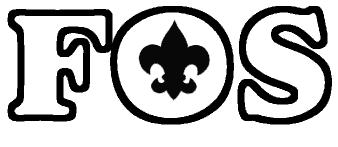
- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.





Friends of Scouting

Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA



On behalf of the Pennsylvania Dutch Council and the Friends of Scouting Team, we would like to thank you for your commitment to the youth of our Council. Scouting continues to provide the much-needed character development programs that are so important to our communities. Your support of the Council through the Friends of Scouting program helps ensure quality programs and positively impacts the lives of over 5,500 youth. We have seen countless hours of community service in which Scouts have shown the true meaning of helping others at all times. Over 130 young men will earn the Eagle Scout Award this year, and the credit for this accomplishment goes not only to the youth and their parents, but also to the leaders who have dedicated their service to our movement. These are just some of the many reasons Friends of Scouting presentations are so important to our youth and our communities.

Again, thank you for your dedication to Scouting and our youth.

Sincerely,

Bill Curtis



Pre	pared	for	

POSITION RESPONSIBILITIES

Responsible for training and working with Unit FOS Chairs. Tell the Scouting story to every family in the assigned units. Responsible for securing the funding necessary for delivering a quality program experience for the youth and adults of the district and the Pennsylvania Dutch Council.

- 1. Enroll as a FOS Member.
- 2. Work with Area Chairs to coordinate presentations.
- Make FOS presentation to assigned units and turn in kit to the Family FOS Chair or the District Executive the next day.
- 4. Attend District FOS meetings as scheduled.
- 5. Be responsible for the attainment of Family Campaign goal.
- 6. Help create a positive relationship with units, making them aware of Council services and the financial support required to provide those services.
- 7. Believe that a successful campaign is essential for the council to reach its youth serving objectives.

AS SOON AS YOU RECEIVE A DATE

- Call committee chairman to confirm date, time and place of presentation.
- If time permits, meet with the committee. Discuss the unit's goal or objective. Suggest one of the recognition levels. Recommend the committee to pledge now and have the amount announced at the presentation. Remind them that the gifts of leaders without children will count toward the recognition level. Ask that either the unit leader or committee chairman introduce you, announce the total amount pledged by the committee and the recognition level they want to achieve and what they will receive.

PRESENTATION DAY

- ❖ Arrive 20-30 minutes before presentation
- ❖ Give introduction card to unit leader or committee chairman
- ❖ Along with Unit FOS Chairman pass out cards
- ❖ Thank unit for allowing you to speak
- ❖ The Presentation Script Enclosed
- ❖ How unit benefits from council budget
- * Remind parents all registration fees go the National Council but that all FOS money stays here
- ❖ Talk about Scout Sponsorship level and the new Shoulder Patch/Center Patch/Coin
- **❖** Ask for gift
- How to fill out pledge card
- Method of payment
 - Cash
 - Check
 - Credit Card
 - Pledge billing begins in the next few weeks and continues through June 30th.
 - ACH or Electronic Debit form available
- Collect cards immediately
 - Do not let any cards go home
 - Those who are not sure should return cards and unit chairman will contact them later
- **❖** Announce total

- ❖ At home complete report form and put all cards in the envelope
- ❖ Arrange to deliver packet to Family FOS Chairman or District Executive the next day.

SECRETS OF CLOSING THE SALE

- <u>LET GIFTS BE "PRIVATE"</u> Many people may not want their friends knowing the size of their gift. This goes for small gifts and large gifts. To help eliminate this block in people's minds, you might consider providing envelopes for them to return their pledge cards and checks.
- <u>GET IMMEDIATE RESPONSE</u> Don't allow people to think too long, this will result in low gifts or no gift at all. Pass out the cards, walk them through filling it out, and collect it right now!
- <u>ASK FOR AN AMOUNT</u> You need to place a figure in people's minds to guide their thinking. Suggest to them they consider a \$191.00 gift ... it costs \$191.00 to keep a boy in Scouting for one year. You will be amazed at the number of \$50.00 and \$100.00 gifts you will get! Don't be afraid...a \$100.00 gift is only \$17.00 per month for six months. If they can only afford \$20.00 or so, that's what they will give...but if they can afford more, why not ask for it? After all, we've got the best product in town.
- <u>SCOUT SPONSORSHIP PATCH</u> Don't forget to talk briefly about and show the Scout Sponsorship Patch. This supports the cost of one boy in Scouting, You will be surprised at the number of families who are willing to give at this level if asked.
- <u>GET A CARD FROM EVERYONE</u> Even if people don't give, get a card with that information on it. If everyone turns in a card, there will be very few with no gift.
- <u>KEEP IT SHORT</u> Tell our story, secure the gifts, and be quiet. We have a great story to tell...tell it for too long and you will "turn-off" the group.
- <u>PRAISE THEM</u> Always say "thanks" and announce the total raised. How does it compare to last year? Are they the largest in the district? Remember, it only takes a few \$100.00 gifts to get the group to the \$500.00 or \$1,000.00 mark.