FOS
Friends of Scouting
Campaign
Prepared. For Life

2017 Family Campaign
Presenters Guide Book

Pennsylvania Dutch Council, BSA
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

Prepared for __________

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2. Work with Area Chairs to coordinate presentations.

3. 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.
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FAMILY FRIENDS OF SCOUTING
CLOSING THE SALE

SECRETS OF CLOSING THE SALE

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Friends of Scouting
Campaign

Prepared. For Life

2017 Family Campaign
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Family Friends of Scouting
Family Presenter
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Friends of Scouting Campaign

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FAMILY FRIENDS OF SCOUTING PRESENTER

TIMETABLE

AS SOON AS YOU RECEIVE A DATE

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PRESENTATION DAY

- Arrive 20-30 minutes before presentation
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- Thank unit for allowing you to speak
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- Ask for gift
- How to fill out pledge card
- Method of payment
  - Cash
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  - 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.

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- **GET IMMEDIATE RESPONSE** – 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!

- **ASK FOR AN AMOUNT** – 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.

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Friends of Scouting Campaign

Prepared. For Life

2017 Family Campaign Presenters Guide Book

Pennsylvania Dutch Council, BSA
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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

Prepared for __________

POSITION RESPONSIBILITIES

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