



FAMILY FOS SAMPLE SCRIPT

Unit FOS Chair:

(Scouts begin to pass out the pledge cards)

Good evening. Most of you already know me, but for those of you who may not, my name is _____. In addition to being _____'s (mom/dad),

I am also the chair for our unit's Family Friends of Scouting Campaign. For those of you who are new to our (pack/troop/crew), Friends of Scouting is the one time each year our Boy Scout Council - Northern Star Council - asks Scouting families, as well as businesses in the area, to invest in Scouting programs in our community.

We are fortunate to have with us tonight a volunteer from our community, _____, to tell us more about this important opportunity. Before we welcome _____, I would like to let you know our (pack/troop/crew) has a goal of \$_____ and we need to get a pledge card from everyone tonight. If we reach our goal tonight, our (pack/troop/crew) will receive (Pack recognition= Free Pinewood Derby cars, one per registered Cub Scout as of May 31, 2016) (Troop/Crew recognition= Free cloth rank advancements and merit badges for a year June 1, 2016 thru May 31, 2017). This will really help our unit budget! I ask every one of you to turn in your card tonight. No matter what the amount, all gifts are greatly appreciated.

And now, let me introduce _____. Scouting has been meaningful for my family, and I would like to kick-off our campaign with my pledge. (Hand pledge card to Presenter).

FOS presenter:

Thank you for inviting me to make this year's Friends of Scouting presentation.

Does everyone have a Friends of Scouting brochure like this? (Hold up a sample and make sure if someone doesn't have a brochure they get one.) I would like everyone to use the Friends of Scouting pen to write your name, our district, unit type and number on the pledge card. We are Unit _____, Number _____, in District _____ of Northern Star Council.

Tonight I am here to ask you to join me by investing in our future leaders.

The “True” cost of Scouting is just like an “Iceberg”. What you see above the water is only about 20% of what Scouting provides to our members. The other 80% not visible is what keeps the rest afloat just below the waterline! **I would like to direct your attention to your FOS brochure.** There are a lot of costs below the waterline that your investment supports such as our service centers, subsidized leader training, accident insurance, two camperships, maintaining eight council camps, program resources, back ground checks, and support costs to help serve at-risk youth, to name a few. Northern Star Council will spend approximately \$217 per Scout per year. Currently Northern Star Council serves over 75,000 youth.

If you look at the pie chart in your brochure, you will see over 86% of the dollars we invest goes directly back to the Scouting program! Although your investment provides tangible things, the return of your investment may not necessarily be counted in dollars. However with your investment, youth will develop positive character traits, learn the value of service to others and understand the importance of lifelong fitness. Ultimately your investment will ensure your Scout is **Prepared. For Life.**

Like many organizations, we have numerous income sources. The pie chart in your brochure shows we are funded through seven different income sources. I would like to note, we continue to have a strong partnership with the United Way agencies throughout our council. We are one of the programs they choose to support and we are appreciative of their support.

In order for Northern Star Council to continue to maintain camps, deliver quality programs, provide youth and adult leadership training, and keep Scouting affordable to all families, we need our Scouting families and communities to invest in Scouting.

I would like for each you to look for the pledge card in your FOS brochure. Any investment in Scouting is appreciated. We do offer some recognition items for specified levels of giving.

At the \$217 level, you will receive a packable Camp Towel with all Northern Star Council camps on it, like this (hold up sample).

At the \$434 level, you will receive a any of the Northern Star Council Camp coin mailed directly from the council.

At the \$868 level, you can choose an art print, "Many Point Loons" or the awarding winning copy of "Honor Bright, A Century of Scouting in Northern Star Council".

At the \$1,736 level, your art print will be framed. See the 2016 Art Print brochure for more details.

I would like to ask each of you to join me by investing in Scouting today. Remember, it costs Northern Star Council approximately \$217 per Scout per year. If you are paying by check tonight, please make checks payable to Northern Star Council. If you prefer to pay by credit card, get billed at a later time, or break up the payment throughout the year, those are also options. Another option is donating directly through our online service. Take one of the business cards provided for more information.

In addition, some employers will match employee financial contributions and/or make a donation on behalf of an employee for hours volunteered to the council. For dollars or volunteer hour programs or check out this matching gift flyer. If you or your spouse's company is not listed, I encourage you to write your companies names on the pledge card, and visit the matching gift web-site listed in the brochure to see if your company offers one or both of these programs.

Please take a few minutes now to fill out the pledge card before we start back up. We will be sending a Scout around to collect the cards, and if you need a drawstring backpack incentive item, we have those tonight. As a thank you for filling out the pledge card, the pen at your table is another thank-you gift you may keep. We are going to play a little guessing game. I would like each person to guess how much they think we will raise tonight. As you fill out your pledge card, place the dollar amount you think we will raise in the upper left-hand corner of your pledge card. The person with the closest guess to the amount we raised will receive a knit hat or drawstring backpack. Every family is eligible to participate.

Remember, we are Unit _____, Number _____, in District _____ of Northern Star Council.

Remember, your unit's goal is \$_____.

Again, thank you for giving me the opportunity to speak with you tonight and for your investment in Scouting!