

## **Optional Script** (feel free to use all or part)

### **Opening Remarks:**

Thank you for giving me a few minutes of your time. Youth in Scouting have a lot of fun and learn a lot along the way. You are watching your child do a lot of growing up in Scouting; learning skills, developing positive values, helping other, and shouldering responsibility. Each parent, and all of the leaders, have worked together to offer our children opportunities they couldn't have anywhere else. But none of this just happens.

### **Get your audience to say "YES":**

Scouting is a part of our family's lives. (add a fun story about a Scouting activity). Sure, Scouting is fun with our families. The impact of the Scouting Program goes much deeper than all the amazing fun we have together. Through once-in-a-lifetime experiences our youth are preparing for a lifetime of leadership and success.

### **Grab and command the attention of your audience:**

Key findings from the 2015 Tufts University Study on Scouting

- The more time kids spend in Scouting, the better the outcomes in character development
- Those who attend meetings regularly report higher outcomes virtually across the board when compared to Scouts with lower attendance
- Scouts are more likely to embrace positive social values than non-Scouts
- Scouts who are more engaged in the program report higher outcomes in nearly every category

### **Short Story:**

Somewhere tonight there is a young boy or girl who will never see a pristine tree canopy, bright stars while camping, they will never make lifelong friends over a campfire laughing with songs and skits. That young boy or girl will never see Scouting because we did not have the funds to reach them.

Friends of Scouting is the gift of Scouting for our future generations.

### **Hook your Audience:**

Here it the "big idea" we all need to understand....

NO Gift to Scouting is TOO SMALL or TOO LARGE.... Our dream is 100% of our families provide a gift to help Scouting.

Now .... There is a possible misconception we need to give “big gifts” to participate in Friends of Scouting. Nothing could be farther from the truth.

What we do need is each of us to give. Every single gift is important. This is not just a donation; this is a gift to Scouting’s future.

Now let me share the reality of our Scouting Program... the “real” cost for your Scout to be part of our amazing program is \$300 a year. It is only through our Friends of Scouting gifts that we can provide our Life-Changing programs for each Scout in the Crater Lake Council.

Please understand these gifts are all “local” and necessary to deliver Scouting in the Crater Lake Council. Your support will make sure that every child in our area that wants to be a Scout, can – no matter his economic circumstances.

It is up to us to make sure this Scouting program is available for our children. Please join me in making an investment in our children’s future.

Now imagine your Scout as a successful adult. What does this adult look like to you, and what character traits do they have?

### **The Solution:**

As you know, Scouting is the largest youth-serving organization in the country. Your time and support helps youth build strong character, know right from wrong, set and achieve goals, and learn skills for every aspect of their lives.

You know firsthand how Scouting changes lives and benefits more than just the people in this room. You and your Scout impact the entire community.

### **The Ask:**

I encourage everyone to join me in investing in Scouting and become a Friends of Scouting contributor. Your contribution will help ensure the future programs and success of the Crater Lake Council.

Please complete the pledge card you have now. Remember, the cost of services invested for your child and all registered Scouts of the Crater Lake Council is \$300. This is a tremendous bargain when you compare it to the cost of baseball, soccer, hockey, or other youth leagues that don’t offer a well-rounded, values-based, character development program like Scouting.

You can pay your contribution tonight by check, cash or credit card, or you can make a pledge of a monthly or quarterly amount to be billed to your credit card. Our goal this year for your (unit – pack or troop) is \_\_\_\_\_. If you reach that goal tonight, your (unit) will receive

4% of that amount as a credit in the scout store for purchases or activity costs and free rank advancements for a year as a Gold Honor Unit.

If your (unit) reaches their goal within 45 days of today, you will receive 2% credit and free rank advancements for a year as a Silver Honor Unit.

If your (unit) reaches their goal by May 15<sup>th</sup> you will receive free rank advancements as a Bronze Honor Unit.

Also, if you make a pledge or payment today of \$185 or more you will receive a council Friends of Scouting patch, and if your pledge or payment today is \$250 or more you will also receive a Scout hat.

Any level of gift tonight will make a difference in the life of a young person in our community. We have also given you a Friends of Scouting Brochure that we would appreciate you passing it along to someone you think would be able to financially support Scouting. It might be a neighbor, friend, relative, your doctor, or anyone else. Thank you for helping us get the word out about Scouting.

You can increase the power of your gift! Many companies have matching gifts, you can go to the council website to see if your company will match your contribution.

Later in your meeting I will announce how much your (unit) raised and which Honor level you reached. Thank you for this opportunity to tell you about our Council and your Scouting program and thank you for making Scouting possible for your children and other youth.