

Sample FOS Family Presentation Script

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

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

Does everyone have a Friends of Scouting brochure like this? (hold up one and make sure everyone has one).

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, maintaining our summer camps, program resources, and background checks. The Crater Lake Council will spend about \$300 per Scout per year.

If you look at the pie chart in your brochure, you will see **87%** 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 eight different income sources. In order for the Crater Lake 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 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 causes 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 15th 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.