

## 2019 FOS PRESENTATION

- **Pre-work**

- Confirm appropriateness (no auctions, pinewood derbies or Eagle Courts of Honor)
- Confirm Time/Date/Location 1-week prior
- Provide FFOS Campaign support materials at least 1-day prior to event
- Review preprinted cards with FOS chair before meeting. The cards are specific to families.
- Review introduction and purpose with CM/SM before meeting
- Bring extra blank gift cards
- Bring extra pens
- **Keep it warm and friendly**

### The Presentation (no more than 10 minutes)

- **Ask Scout/s to distribute cards**
- **Ask a Scout/s to stand beside you**
- Unit Leader Introduces you. Give your volunteer position/background and tenure in Scouting.
- “Thank you for giving me the opportunity to speak with you tonight about making one of the most powerful commitments you can make, a Friends of Scouting gift. FOS is the Northern New Jersey Councils annual giving program. Scouting develops leadership and life skills, promotes self-reliance and creates amazing memories and friendships as Scouting. I say this as someone who has lived the program and seen the benefits in too many Scouts to count time and again. **(\*\*If you are using the video play here! \*\*) I call your attention to the screen for a short video about our program’s importance to our Scouts.** Please continue here if you are not using the video-  
Raise your hands if you or your Scout:
  - Attended a program at one of the Northern New Jersey Council’s Camps? Day camp, summer camp, or weekend camping trips? (feel free to name a specific camp if that unit is loyal to a unique property)
  - Attended a Scouting training or online training?
  - Attended a council activity such as pinewood derby/Klondike Derby/camporee?
  - Visited the Scout Shop?
  - Called or emailed the Council Service Center?

All of these require staff and resources!

In 2019, the Northern New Jersey Council will spend an average of \$200 on every Scout for camps, program supplies, training, staff support, marketing, recruitment, and more. Support one Scout, your Scout, this year with a \$200 gift. You can give today or make a gift that can be paid in installments by cash, check, or credit card; or increase your impact by doing a matching gift if your company has this program. All gifts are fully tax deductible. Your support goes to:

- **Supporting Volunteers-** in-school recruitment, community outreach, proactive behind-the-scenes work, Health and Accident Insurance and Liability Insurance to all leaders and partner organizations.
- **Program, Camps and Activities-** The things that bring Scouting to life. 92% of the Council budget is spent on Camping, Activities and Program. Fees pay a portion, but not all these costs.
- **Trainings-** Council provides minimal or no-cost training for our volunteer leaders
- **THE OPPORTUNITY FOR ANYONE TO BECOME A SCOUT AND DO THEIR BEST**—Thanks to generous support from parents like you, we provided about \$50,000 in financial aid through camperships and other assistance to Scouts and their families.
- **Does Scouting Work?**
  - Your brochure highlights the amazing work Scouts in Northern New Jersey did in 2018. 2019 can be even better with your support!

- More importantly, look at your Scout. Are they more trustworthy, helpful, friendly, courteous and kind? Have they made good friends? Are they having fun and gaining confidence? And have you had fun watching them grow?

We should all be proud to support the Northern New Jersey Council. The Council has been recognized for excellence for membership, program, leadership and financial stewardship!

There are several recognition items to thank you for your support, which are earned cumulatively, so you get all recognitions at that level and below. This year, we're featuring "Loyal" in our ongoing Scout Law patch series.

- **Returning your Card and gifts up to \$99:** window cling
- **PARTICIPATING MEMBER (\$100-\$199):** car magnet
- **FAMILY SPONSOR (\$200-364):** "Scout Is Loyal" 20<sup>th</sup> Anniversary Council shoulder strip patch. Part of the Scout Law CSP series.
- **PATROL SPONSOR (\$365-599):** Scout Me In Cooler Bag
- **TROOP SPONSOR (\$600):** collectable STEM series patch
- **EAGLE SPONSOR (\$1,000 & above):** 20<sup>th</sup> Anniversary Northern New Jersey Council Challenge Coin
- **LEADERSHIP MEMBER (\$5000):** Custom Leadership Lapel Pin only for Leadership Members & two tickets to Prepared for Life Victory Breakfast (April 11), Council Annual Recognition Dinner (May 6), and Eagle Scout Recognition Dinner (May 22).

Let's review and fill out the pledge card together:

- Raise your hand if you need a pen? Scouts will go around handing them out to anyone who needs one.
- If you received a pledge card with your information already filled in, review to ensure its accuracy.
- If you have a blank card, fill it in fully with your name, address and contact information.
- All gifts of any amount, large or small, are gratefully appreciated and essential to serving our Scout families.
- Indicate your choice of gift level. You can give with check, credit card, or by making a pledge to be paid later.
- You can choose to pay your pledge with installments.
- Again, consider supporting at least one Scout for one year with a gift of \$200. We understand some families can do more or less and we are grateful for any support you are able to give.
- Don't forget to indicate if your employer matches gifts.
- Sign the card.
- Tonight's goal is to get 100% participation and raise \$\_\_\_\_\_
- We need all the donor cards back tonight so that we know who to follow up with. If you choose not to donate, please return your card with your name and a \$0. This way we will not solicit you with our follow up calls.
- Take another minute to complete your card. Scouts, as soon as your parent completes their card, bring it up to me to get your decals and patches. We will draw a winner for the hiking stove shortly.

Thank you again for your time and generosity. On behalf of the 4,000 volunteers, 14,000 Scouts, and 30 professionals who make up the Northern New Jersey Council, thank you for helping make Scouting thrive.

**COLLECT CARDS, provide unit participation recognition ribbon to the unit leader, and announce the total**