



BOY SCOUTS OF AMERICA®
FLINT RIVER COUNCIL

2025 Membership Plan



Why Grow Scouting?

The mission of the Flint River Council, Boy Scouts of America is to provide a quality, dynamic program of learning and adventure that builds well-rounded young people. The Council's goal is to instill in young people the principles of integrity, character, responsibility and leadership - preparing them to make ethical and moral choices over their lifetimes.

The vision of the Flint River Council, Boy Scouts of America is to provide the premiere Scouting experience for all youth.

Scout Me In

Scout Me In Says Count Me In!

We're proud to introduce Scout Me In, the new recruitment campaign that invites all kids and families in America to be part of the life-changing experience that is Scouting.

The tagline, Scout Me In, celebrates the BSA's historic decision to serve families and welcome girls and boys into Scouting so they can experience the character-building fun and adventure the program brings to life in communities across the country.

It's more than just a tagline, Scout Me In reinforces that the mission and core values in the Scout Oath and Law are important and relevant for both young men and women.

What It Means.

For kids, Scout Me In is a call to action.

It's an invitation to take part in the fun and adventure that will help kids to build the confidence to find and forge a path to their own best self – today and in the future.

For families, Scout Me In is a call for togetherness.

Today's families are busier than ever. They are looking for options that welcome the whole family – mom, dad, sisters, and brothers – to the adventure of Scouting.

For the BSA, Scout Me In is a call for celebration!

This is historic! By welcoming boys and girls into Cub Scouts – and into our older youth Scouting program scheduled for February 2019 – even more young people will have access to the character development and values-based leadership that will prepare them for a lifetime of success. It's time to celebrate!

It's not just for Cub Scouts - That's why you'll see versions of the Scout Me In tagline with the BSA fleur de Lis, the Cub Scout logo, and the Scouts BSA logo. A Spanish-language version is coming soon. No matter the version, Scout Me In says "Count Me In!"

2025 Membership Calendar/Checklist

Action Items	Staff	Due Dates	Done
Unit Membership Chair training held at Roundtable; invite units to register one	DE's	Feb RT	
District Team engaged: Membership, Sign Up Night & New Unit Chairs	DE's	March 1	
Identify Packs & Troops who have summer program; engage for Spring Recruitment	DE's	March RT	
Contact Elementary Schools – set up Spring Signs/5 th Grade Visits for April/May (if needed)	DE's	March-April	
Thank principals at county gatherings	DE's	April-May	
Execute Spring Sign Ups	DE's	April-May	
“Back to the Pack” plan reviewed at Program Preview	DE's	April & May RT	
Host meetings with School Superintendents	DE's	May	
Sign Up Night Kickoff	DE's	May 15	
Turn in applications from Spring Rallies	DE's	May 31	
Letters from Superintendents to Principals sent	DE's	May 31	
Fall Sign Up Night calendar draft due: elementary, middle and high	DE's	May 31	
Deadline for “Back to the Pack” commitment forms	DE's	End of June	
Fall school scheduling: elementary and middle	DE's	July	
Deadline for Packs to turn in their leader contact, calendar and budget	DE's	July District Sign Up Night Training	
Flyers for key Council/District events – Cuboree, Trainings, etc – ready to go	DE's	August 1	
Deadline for all elementary schools scheduled	DE's	August 1	
Deadline for all middle schools scheduled	DE's	August 31	
Packs and Troops host booth at Open House/Meet the Teacher	DE's	July-September	
All Rallies – elementary schools	DE's	August-September	
All Rallies – middle and high schools	DE's	Sept-Nov	
Review results – build plan for 2026	ASE	December	



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**2025 Membership Chair
Position Description
_____ District**

Prepared especially for _____

Overview

There are four functions to a District: Membership, Program, Finance and Unit Service. Retaining families and welcoming new ones are critical to the health of Scouting. The Membership Chair and their committee help grow Scouting.

The areas of focus for the Membership Team include: recruitment, retention, Webelos to Scout transition and new unit building.

Responsibilities

- Complete adult application, registering as District Membership Chair.
- With District Executive and Membership Team, establish and achieve goals for June 30th membership: _____, December 31st membership: _____ and total units: _____.
- Attend the Council Sign Up Night Kickoff on _____ @ _____
- Attend and assist at the District Sign Up Night Kickoff on _____, _____ p.m. at _____.
- Foster a culture of year-round recruiting in Scouting. From spring efforts to unit planning to fall recruitment. From retention to new families. From Tigers to Cub Scouts to Webelos, Webelos to Scouts BSA, and Tenderfoot to Eagle.
- Ensure that all youth in the District have the opportunity to join Scouting.
- Encourage every unit to identify and recruit a Unit Membership Chair. Host a training at Roundtable on the position and its importance.
- Identify and engage Chairs for Sign Up Nights and New Units and help them grow Scouting in the District.
- Attend monthly District Committee meetings and chair the Membership Committee.

Above all else, while using the Scout Oath and Law as a foundation, the goal of the Membership Committee is to keep Scouting alive and well in the _____ District.



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**2025 Sign Up Night Chair
Position Description
_____ District**

Prepared especially for _____

Overview

The goal of the Sign Up Night Chair is to help all Packs and Troops in our District execute fun, flawless and effective Sign Up Nights at every elementary and middle school.

Responsibilities

- Complete adult application, registering as a District Committee Member.
- With Membership Chair and District Executive, establish and achieve goals for June 30th membership: _____, and December 31st membership: _____
- Attend the Sign Up Night Kickoff on _____
- Attend and assist at the District Sign Up Night Kickoff on _____, _____ p.m. at _____.
- Working alongside the District Membership Chair, attend monthly District Committee meetings and Roundtables.
- Working with your District Executive, ensure that youth are recruited at every elementary and middle school in our District.
- Encourage Packs and Troops to identify within their unit – a Unit Membership Chair. And encourage units to set recruitment goals.
- Help promote the Sign Up Night Kickoff and assist and support our Packs on executing great Sign Up Nights.
- Ensure that every elementary school sign up night is connected to a quality, neighborhood Cub Scout Pack.
- Encourage Troops to attend middle school sign up nights.
- Make sure applications are filled out correctly and turned in quickly.

Above all else, while using the Scout Oath and Law as a foundation, the goal of the Sign Up Night Chair is to keep Scouting alive and well in the _____ District.



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**2025 New Unit Chair
Position Description
_____ District**

Prepared especially for _____

Overview

The mission of a District is to grow Scouting. To better retain Scouts and to serve more neighborhoods, a District needs to have quality units. Starting strong, healthy units – with the help of the Training Team and Unit Commissioners – is a critical component to a District’s “Journey to Excellence.”

Responsibilities

- Complete adult application, registering as a District Committee Member.
- With Membership Chair and District Executive, establish and achieve goals for total units: _____.
- Attend monthly District Committee meetings and Roundtables.
- Select and recruit 3-to-5 volunteers to serve on the New Unit Committee.
- Using schools and neighborhoods, identify areas of community that could be better served by Scouting.
- With DE, create a prospect list of potential chartering organizations.
- Help build relationships with potential chartering organizations.
- When available, ride along with DE on new unit appointments.
- Work with trainers and the Commissioner’s Staff to ensure healthy new units.
- Inform volunteers about William D. Boyce New Unit Organizer Award.
- Help 2-to-3 volunteers earn the William D Boyce Award.
- Earn the William D Boyce Award.
- Explore: <https://scoutingwire.org/marketing-and-membership-hub/new-unit-development/>

Above all else, while using the Scout Oath and Law as a foundation, the goal of the Membership Committee is to keep Scouting alive and well in _____ District.



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2025 Unit Membership Chair Position Description

Overview

The Boy Scouts of America is a membership program and every family in your neighborhood should have the opportunity to benefit from Scouting.

Responsibilities

- Complete adult application, registering as Unit Membership Chair.
- Foster a culture of year-round recruiting in your unit.
- At your monthly unit committee meeting, discuss membership goals and retention.
- Ensure your unit does summer activities to keep Scouts connected.
- Attend the Council Sign Up Night Kickoff on _____
- Host a back to the unit event in late summer with school about to start.
- Confirm attendance from your unit sign up team for the District Sign Up Night Kickoff on _____, _____ p.m. at _____.
- Twice annually, conduct recruitment events to ensure unit growth. This could be a spring and fall sign up night. Work with the District Membership Chairman and your District Executive to execute.
- Promote peer-to-peer recruitment.
- Provide Community Service to the schools and Chartering Organization you recruit from.
- Ensure prompt delivery of applications and fees to the Scout Service Center.
- Update and manage your unit's pin at www.BeAScout.org

Fall Responsibilities

- Prep a marketing plan for your unit's sign up night.
- Make sure your unit has an impressive presence at your school's open house/meet the teacher.
- Promote your sign up nights on social media and your charter organization.
- Ensure that your sign up nights have the appropriate number of people from your unit in attendance to cover all required positions.
- Within a week of your sign up night, host a fun, informative parent orientation to further welcome families and recruit leaders.



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Back to the Pack **Engaging Scouts after Summer**



Key Steps

- All Packs are encouraged to host a special event at the end of the summer to invite all members to get re-engaged for the new school year.
- Have a theme and make it fun! One idea: throwing/making boomerangs to signify everyone's return to school and Scouting.
- It could be a picnic or a campout – whatever works for your unit.
- The key is – doing something fun and inviting all members to participate!
- Your Boomerang Back to the Pack should be held prior to any sign up nights in the fall.

Promotional Help

- To support your “Back to the Pack,” the Flint River Council will mail a promotional post card to each member of your Pack, as well as, any dropped youth, inviting them to attend.
- You should also promote the event through your own communication tools – email and phone. Every family should receive a personal invitation.
- To ensure the post cards are mailed in a timely fashion, fill out a commitment form and turn in by the end of June.

At Your Event

- Use this time for new leader engagement. When parents arrive with their son, invite them to fill out a talent survey. Encourage every parent to help the Pack at some level.
- Have a chart that shows all of the pack “positions” with names or blanks beside each one to show who has volunteered and what openings there are. Have adult applications to fill out.
- Have youth applications on hand should any new siblings or boys be on hand to join.



Cub Scouts Back to the Pack Commitment Form



Pack # _____

District _____

Unit Membership Chair

E-mail address

Phone number

Date of Back to the Pack event

_____ (Late July/Early August) Time: _____

Location & Address of event

Please complete this form and turn it in to your District Membership Chair or your District Executive by the end of June. A post card, on behalf of your Pack, will be mailed from the Scout Service Center to each member of your Pack, and any dropped youth, inviting them to attend your event.



Cub Scouts Back to the Pack Commitment Form



Pack # _____

District _____

Unit Membership Chair

E-mail address

Phone number

Date of Back to the Pack event

_____ (Late July/Early August) Time: _____

Location & Address of event

Please complete this form and turn it in to your District Membership Chair or your District Executive by the end of June. A post card, on behalf of your Pack, will be mailed from the Scout Service Center to each member of your Pack, and any dropped youth, inviting them to attend your event.



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2025

Fall Cub Scout Recruitment Plan for Professionals

- May 15th – get your Packs and Membership Team (Membership and Sign Up Night Teams) to Kickoff
- June 1st –draft calendar for fall sign ups complete
 - Check your county school list to make sure you have every public school in your district. All elementary, middle and K-8.
 - Use a blank monthly calendar. Elementary and K-8 first, then middle, then high.
 - Don't schedule a rally on Labor Day (or a sign up night the Tuesday after)
 - Don't rally the first week of schools. (Many private schools start earlier than public. So the first week of public, you may knock out all your private schools.)
 - The strongest Packs and the largest schools should be near the front of your sign up night season. (These are the units most prepared to accept new members and lots of them. Best chance at retention and will need less attention.)
 - Rally should be set 1-2 days before the sign up. Please note – sign ups can be Tuesday, Wednesday and Thursday nights.
- June and July – schedule school rally and sign up nights.
 - Block two days on your calendar, put on your uniform and go visit all your schools.
 - Introduce yourself to the principal and thank them for their continued support. Share success stories about their Pack. Principal not there? Leave a card and a message and follow up with a phone call. Tip: Take them popcorn and a camp card.
 - Confirm rally and sign up night. (Rally should be class to class, kindergarten through fifth. Sign up should be a stand-alone event – not combined with another school activity, such as open house or Girl Scout Sign up.)
 - Confirm school will hand out “save the date” flyers two weeks prior to the sign up
 - Make sure the agreed upon Sign Up Night date is placed on the official school calendar
 - Ask for the dates and times for Open House and Meet the Teacher

- Ask if school does video morning announcements. If so, confirm time and ask to be a part.
 - Does the school need a facility use form filled out?
 - Does the school require a certificate of insurance?
 - Ask for expected total enrollment for new school year or a breakdown of the number of classes per grade for flyer ordering.
 - Every day you confirm a rally and sign up, e-mail the principal to confirm all the details you've agreed upon.
 - As you confirm each rally and sign up night, use the checklist provided to you for each school
- Use the Sign Up Night tracker in Excel to keep track of all your schools, your contacts with principals, flyers needed, Packs associated with those schools – and historical results.
 - Order all flyers by the end of July.
 - At the July District Sign Up Training, share all of your Sign Up Night dates with your Packs. (See Sign Up Night Orientation page)
 - Encourage all Packs to participate in their school's Open House and Meet the Teacher
 - Encourage all Packs to utilize the Marketing Plan
 - Ensure all Packs have provided their calendar, leader contact list and budget provided for Sign Up Night season.
 - Two weeks before the sign up:
 - Deliver save the date flyers, put up posters, and put out yard signs (two will work depending on size of school) in high traffic areas (the car line).
 - On every Friday during the campaign:
 - Call each school to remind them about the visit.
 - Ask them to list the Sign Up Night on their marquee
 - Call Packs associated with those Sign Ups – make sure they are ready
 - Make sure you have flyers, stickers and yard signs ready to go for the following week.
 - Type and print out reminder morning announcements to leave with each school office for the day of the sign up.
 - Starting that second Friday, write a hand-written thank you note to the principals who had their Sign Ups that week and include a business card. *Example: "Thank you for the opportunity to visit ABC Elementary School this week. The teachers, staff and students were wonderful. 28-new boys joined Scouts and we hope their experiences will make them even better students in the classroom."*
 - On the day of each rally:
 - What to wear? Full, clean field uniform.

- The night before, make sure you have your flyers, stickers and day specific yard signs. Don't forget your printed out morning announcement too.
 - Arrive early and move the yard signs to another high traffic area.
 - Check in with office. Get a map and schedule of specials/lunch.
 - Be a part of the video morning announcements. Don't do your rally, but do a short commercial about the Sign Up Night and tell the students you look forward to seeing them in the classroom today. *(This is a great way to remind the teachers that you are coming by and will save you some time explaining yourself if it's a school where the principal didn't let the teachers know you were coming.)*
 - VISIT EVERY CLASSROOM.
 - Do a high-energy 2-to-3 minute presentation in every classroom.
 - Ensure each boy gets a flyer and a sticker.
 - Once every class is visited, check out with the office.
 - ✓ Leave with them some leftover flyers.
 - ✓ Leave a script for them to use during announcements.
 - ✓ Confirm building access for sign up.
 - ✓ Thank the front office – and if you can – thank the principal in person. Tell them what a great group of teachers, staff and students they have.
 - As you drive away from school, call the Pack leader and tell them you rocked it – and re-confirm they are ready to go for Sign Up Night. Ask them to arrive one hour before sign up start.
- For the Sign Up Night:
 - What to wear? Business casual with collared scouting shirt.
 - Arrive early and ensure the doors are open, the AC is on and there is access to bathrooms.
 - Huddle up with your Pack leaders and review the game plan one more time. Review signage and materials.
 - Review in detail with the Pack leader managing application collection. The need for signatures. Verify how to collect payment.
 - Always know what the Sign Up Night produced last year, so you know how to gauge your success and be prepared to report to your staff leader.
 - At end of Sign Up, help Pack clean up and pack up.
 - Confirm the next meeting for the Pack. (Put in your task list to follow up with that Pack to secure apps from kids who missed sign up night but attended later.)
 - If custodian is there, thank them for the support.
 - On your way out, don't forget to pick up your yard signs. You will need them again!
 - Contact your Staff Leader with results!
 - Turn in all applications and money, no later than the following Friday each week of the campaign.



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2025 Fall Cub Scout Recruitment Plan For Packs

Sign Up Night information:

- _____ Elementary
School Night: **CONFIRMED** or **TENTATIVE**
(enter date here – day, date and time)
(list other schools if applicable)

**2025 Cub Scout
Sign Up Night**

Pack _____

Unit Tasks Prior to Sign Up Night:

- 1) If your unit doesn't already have one, identify and engage a parent to serve as the Unit Membership Chair (position description attached). Have them register in that position with an adult application.
- 2) Determine your Pack marketing plan (helpful sheet attached)
- 3) Ensure leaders attend the school's Open House and Meet the Teacher, promoting your Sign-Up Night
- 4) Use your marketing plan to drive attendance to your Sign-Up Night
- 5) Update your pin at www.beascout.org

Unit Tasks at Sign Up Night:

- 1) Have as many adult leaders as possible in attendance to help serve at various Stations. (Review Sign Up Night Responsibilities for Packs)
- 2) Bring 3-5 Scouts to serve as greeters
- 3) Arrive an hour prior to Sign Up Night start time
- 4) If possible, ensure a fun activity is planned for new youth. Engaging Troops is a great idea for this!
- 5) Have the date, time and location of your Parent Orientation confirmed (the new families' next meeting). Bring handouts to promote it!
- 6) Encourage your COR to attend the School Night. It will show how many families we're bringing into contact with that Charter Partner – and the COR can sign off on new adult leaders who may sign up.

Key contacts

(List District Sign Up Chair)
(List District Membership Chair)
(List the DE info)

2025– Cub Scout Recruitment Marketing/Promotion Plan – For Packs

A successful recruitment plan requires a **team** effort! The District and Cub Scout Packs need to work hand in hand to promote Scouting – and their specific sign up nights – within the schools, the surrounding community and charter partners.

Council & District Role

- ✓ The DE will arrange the rally and Sign Up Night dates with the elementary school.
- ✓ The Council’s Support Staff will produce two flyers promoting the Sign Up Night. One will be designed for parents and distributed through the school at the start of the year or several weeks in advance of the Sign Up. The 2nd-flyer will be distributed to each boy during classroom presentations conducted by the DE one-two days prior to the Sign Up Night.
- ✓ The Council Service Center stands ready to provide customer service to all families who may call with questions. The office will have a list of all dates, times and locations.

Maximizing Marketing/Promotions

- ✓ Set your Pack’s recruitment goal. Our goal is to recruit _____ new Cub Scouts.
- ✓ Update your www.BeAScout.org pin.
- ✓ “Get the word out!” Communicate your Pack’s Sign Up Night to all friends and parents.
- ✓ Social Media. **Invite your parents to use their social networking sites** to inform their friends about the Sign-Up Night. (Ask them to give a personal testimony of how Scouting has benefitted their family.)
- ✓ Make sure you have posters of Scouts in action; in your school, church and other places that will give parents info on when they can sign up. Council can provide posters.
- ✓ Develop an incentive for Peer-to-Peer recruiting.
- ✓ Have an **impressive** presence at Meet the Teacher & Open House. (Tents, Flag ceremony, Cub Scout greeters, interactive booth...)
- ✓ The day before and the day of your Sign Up Night, ask the school if they will allow Cub Scouts in uniform to welcome parents and students in the drop off line.
- ✓ Make sure all your Cub Scouts proudly wear their uniforms the day of your Sign Up Night.
- ✓ Make sure Leaders are at your Sign Up Night ready to welcome new families.
- ✓ Have an organized Sign Up Night. First impressions are crucial.
- ✓ Make reminder calls to all new Cub Scouts to ensure they attend their first meeting.

Additional Pack Recruitment Plan

PACK # _____ CONTACT _____ PH _____ EMAIL _____

	Date to complete
1	
2	
3	
4	

****Please give a copy to your District Sign Up Night Chair. ****



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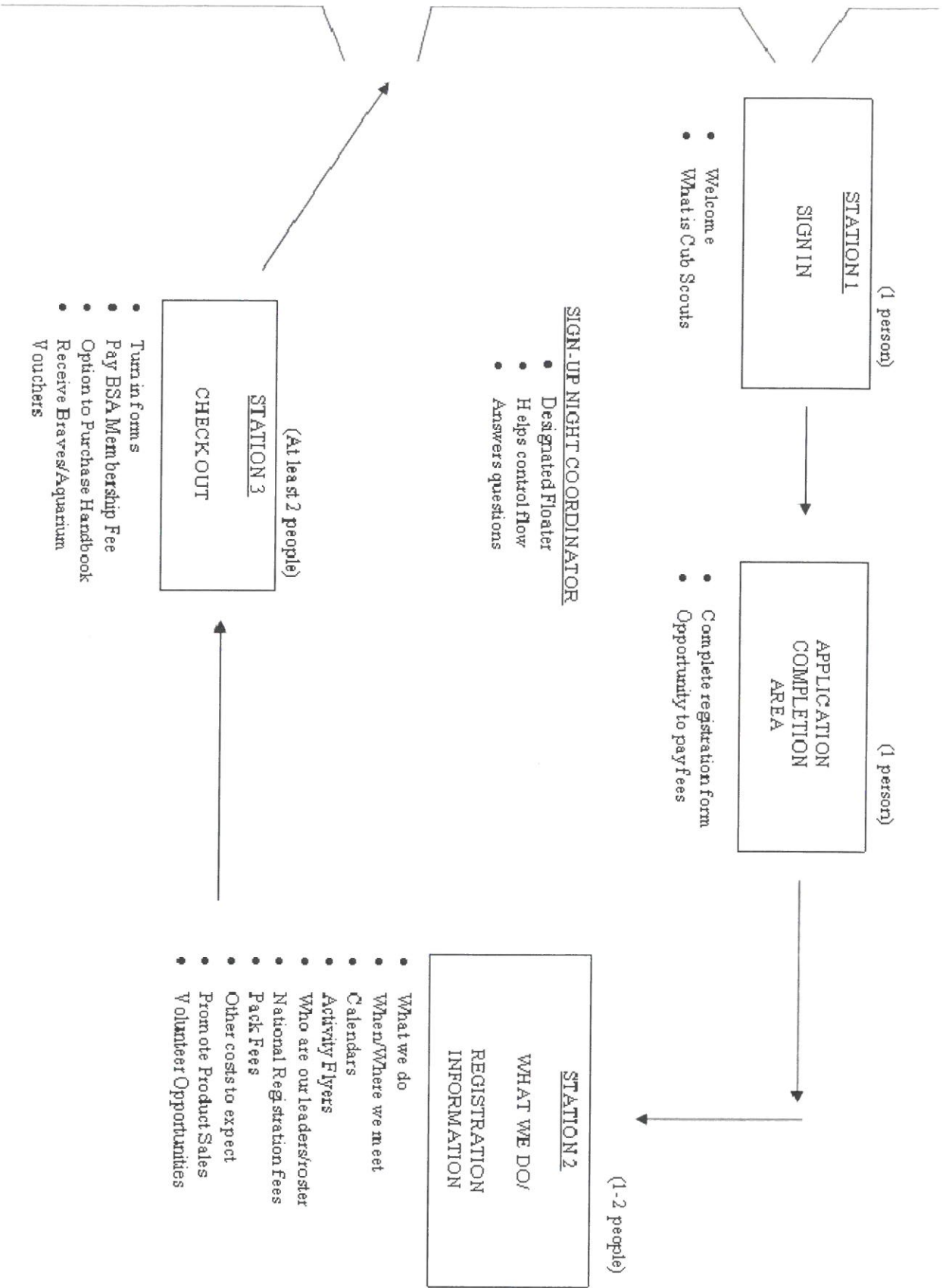
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2025 Cub Scout Sign Up Night Plan

Open House Style

- Station-to-station model to increase flexibility of attending families and to encourage relationship building in a more intimate setting via parent engagement.
- Packs will be asked to provide the necessary manpower and information to ensure an informative and successful event.
- Packs provide the following resources by the July District Sign Up Night Training:
 - Leader contact list (with all leaders in place)
 - Calendar of events with locations/times
 - Budget – with planned fundraisers and dues structure
- If possible, Packs plan a fun activity to engage new Scouts right away. Engaging Troops to help is a great idea!

Setup for Sign-Up Night





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Sign-Up Night Responsibilities for Packs

Any parent in the Pack can help spearhead this effort. Ideally, it's your Unit Membership Chair. (That's an actual registered position on the Pack Committee.) If you don't have one, now is a great time recruit that parent who is organized and friendly!

- By the July District Sign Up Night Training, have your Pack calendar, budget and leader list prepared. That information can be turned in to your Unit Commissioner, District Sign Up Night Chair or District Executive.
- Also, schedule a Parent Orientation for your new families within one week of your Sign Up to review all of the particulars about your Pack. Make it fun!
- Parent/leader engagement is critical. Prior to Sign Up:
 - Engage Station Chiefs to handle each table – review responsibilities
 - Coordinate an activity for your new Scouts to participate in while the parents visit each station. Engaging Troops to help is a great idea!
 - Review “Station Chief Briefing” with each Station Chief
 - Coordinate with District Sign-Up Night Chair and District Executive to receive Sign-Up Night Crate
- Sign-Up Night:
 - Arrive one hour before start time to set up room and stations
 - Review roles with each Station Chief. Make sure each knows who's covering what, so there's a comprehensive, but basic message.
 - Remind Station 3 – every parent must sign youth application
 - Make sure every family who walks in the door, signs in at Station 1
 - Act as Greeter and Floater during the Sign Up
 - Be available to answer questions and move traffic along. Don't get stuck with one family.
 - Coach Station Chiefs to keep the flow moving throughout the sign up.
 - Be prepared to jump in on Station 3 if it gets backed up.
 - Keep an eye out for a family who came in, but walks out without signing up. Find out what their objection is and see if it can be overcome.
- For Applications:
 - Ensure Cubmaster signs all new youth applications collected.
 - Write amount and form of payment on each application
- At end of Sign Up Night
 - Gather up all materials.
 - Leave No Trace – leave it cleaner than you found it
 - Contact District Executive to report success and arrange delivery of apps, fees and left over materials
- Following Sign-Up Night
 - Make sure **EVERY NEW FAMILY** receives a welcoming phone call from their Den Leader, Cubmaster, Committee Chair or you. Re-invite them to your Parent Orientation.
 - Make sure as many new Scouts as possible participate in one of the Shooting Sports Activities.



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Information Station 1

Sign In

Station Chief Briefing:

- Make sure the Station 1 sign is visible
- Greet every family that comes in and ask them to sign in BY GRADE
- Have sign-in sheets and pens ready. Ask each family for the grade of their son? They sign in on either the kindergarten, first, second, third, fourth or fifth grade sign in sheet. (The sheets are carbon copy, so at the end of the night, the Pack, the Den Leader, and the District rep each get a copy.)
- Show them a copy of the Parent's Guide to Cub Scouts brochure and tell them it has information about how a Pack is organized and encourage the parents to review it
- Provide each family with a large welcome envelope and tell them it contains all the information they are about to learn about
- Tell each family that there are 3 Stations that they will visit to complete the sign-up process and that it will take 20-30 minutes
- Give the parent the BSA Youth Application Form and direct them to the application completion area to fill it out
- Give the child a copy of a Boy's Life Mini Mag

Supplies for You:

- Welcome Sign
- Station Sign
- Sign In Sheets (you will need to label per grade)
- Pens (should also be spread out in the application completion area)
- Parent's Guide to Cub Scouts brochure
- Envelopes for parents
- BSA Youth Applications
- Boy's Life Mini Mags

What Each Family Receives:

- Envelope
- Parent's Guide to Cub Scouts Brochure
- Youth app
- Boy's Life Mini Mag



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Information Station 2 (briefing)

WHAT WE DO/ LEADER INFORMATION

Station Chief Briefing:

- Make sure the Station 2 sign is visible
- Provide everyone with a copy of the “What we do/When and Where We Meet” handout and review it with them. Let them know that if your meeting times don’t work with their schedules, to let the leaders at Station 3 know you’d like to see other options in the area.
- Provide everyone with a Pack Calendar:
- Briefly promote other events and reference flyers
- Inform Families that we would like them to attend as many functions as possible, but they are not required to make every event and meeting
- Review a copy of the “Pack Leadership” handout and let them know who their main point of contact is
- Encourage parents to sign up for one or more of the Areas of Interest
- Discuss leadership opportunities for interested parents
- Provide them an Invitation to the next meeting – the Parent Orientation
- Turn over to back and cover Registration Information

REGISTRATION INFORMATION

Station Chief Briefing:

- Review in detail the Registration Information handout
 - Explain the BSA membership fee and Boys Life magazine
 - Review the What are Other Costs section, starting with Pack fees
 - Discuss the Cub Scout handbook, available tonight for purchase
 - Lions= \$10; Tigers, Wolves, Bears, Webelos= \$16
 - Review the What to Expect section, covering uniforms and activities
- Show them Scout Shop flyer and explain that is where they can buy their needed items
- Share info on product sales, as a way to offset costs – and they help teach a scout to earn his own way.
- Direct them to Station 3

Information Station 2 (supplies)

WHAT WE DO

Supplies for You:

- Station Sign
- "What we do/When and Where We Meet" handout with meeting times & locations
- Pack Calendar
- Council Calendar
- Event Flyers
 - Cub Shooting Sports flyer
 - Bobcat Day (if Sign Up is prior to registration deadline)
 - Spook-O-Ree
 - Loop-A-Rama
- When Available – have on hand a list of other packs, their meeting times and contact information to work around scheduling conflicts
- Pack Leadership handout
- Areas of Interest Sign Up Sheet
- Invitation to the next meeting – the Parent Orientation. Pack provides handout.

What Each Family Receives:

- What we do/When and Where we meet handout
- Copy of Pack Calendar
- Copy of Council Calendar
- Event Flyers
- Pack Leadership handout
- Invitation to Parent Orientation

REGISTRATION INFORMATION

Supplies for You:

- Registration Information handout
- Scout Shop Flyer
- Popcorn/Camp Card flyer
- Sample Popcorn & Camp Cards
- Popcorn sales form

What Each Family Receives:

- Registration Information handout
- Popcorn/Camp Card flyer
- Scout Shop Flyer
- Sample Popcorn & Camp Cards if available
- Popcorn sales form



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Information Station 3

CHECK OUT

Station Chief Briefing:

- Make sure the applications are properly completed, without any missing information, including signature of parent / guardian, date of birth and grade
- Collect the proper amount for BSA Membership Fee and Boy's Life and note the amount and form of payment on each application. Paper clip check, credit card slip, or cash receipt to app. (Pack dues are not collected here. They are to be collected later)
- Encourage families to purchase their Cub Scout Handbook tonight to get started right away. Lions= \$10; Tigers, Wolves, Bears, Webelos= \$16
- Distribute Braves & Aquarium vouchers to each paying family and explain how to redeem
- Explain the importance of attendance at the Pack's first meeting – the Parent Orientation.
- Assist Sign-Up Night Coordinator with forms and payments at the end of the sign-up – these are to be collected, signed by the Cubmaster or Committee Chair, the local council copy separated and put in the Envelope along with the BSA Registration & Boy's Life fees collected.

Supplies for You:

- Station Sign
- Calculator
- Sign Up Night Envelope for applications and membership fees
- Money Bag/Change box
- Petty Cash
- Credit Card Slips w/ instructions
- Cub Scout Handbooks
- Braves Voucher (only if Sign Up is prior to 1 week from game)
- Receipt Book
- Paper Clips
- BSA Adult Applications

What Each Family Receives:

- Receipt of payment
- A reminder about their next meeting – the Parent Orientation!
- Braves Voucher (only if Sign Up is prior to 1 week from game)
- Georgia Aquarium Voucher
- Cub Scout Handbook- if purchased
- A thank you and a smile!



BOY SCOUTS OF AMERICA®

FLINT RIVER COUNCIL

2025

Fall Scouts BSA Recruitment Plan for Professionals

- June 1st –draft calendar for fall sign ups complete
- July and August – schedule school rally and sign up nights.
 - Introduce yourself to the principal and thank them for their continued support. Share success stories about their Pack. Principal not there? Leave a card and a message and follow up with a phone call.
 - Confirm rally for 6th and 7th grades and sign up night.
 - The rally should be scheduled in a way that it will yield the best results:
 - Class to class visits
 - Assembly
 - An outdoor presentation tied to a class most 6th and 7th grade boys are in – social studies or PE, typically. Each period, the boys are escorted out in groups of 20-30 for the presentation. Set clear schedule with school and confirm their help in getting the boys out of class. Don't make it optional for the boys. They all need to see the presentation – and then they can make an informed decision.
 - Cafeteria- assembly or table to table
 - Make sure the agreed upon Sign Up Night date is placed on the official school calendar
 - Does the school need a facility use form filled out?
 - Does the school require a certificate of insurance?
 - Ask for expected total enrollment for new school year (This will help you calculate number of flyers to order.)
 - Every day you confirm a rally and sign up, e-mail the principal to confirm all the details you've agreed upon.
- Order all flyers. Just need one flyer – the rally day flyer.
- Share all of your Sign Up Night dates with your Troops.
 - Encourage Troops to have representation at each (they are not required to have someone there to participate).
 - Encourage Troops to promote peer-to-peer recruiting
- On the Friday before each rally and sign up:
 - Call each school to remind them about the visit.
 - Ask them to list the Sign Up Night on their marquee
 - Call Troops who signed up to be host or at sign up – make sure they are ready
 - Make sure you have flyers ready to go for the following week.

- Starting that second Friday, write a hand-written thank you note to the principals who had their Sign Ups that week and include a business card. *Example: "Thank you for the opportunity to visit ABC Middle School this week. The teachers, staff and students were wonderful. 28-new boys joined Scouts and we hope their experiences will make them even better students in the classroom."*
- On the day of each rally:
 - What to wear? BSA polo and official uniform pants (the newer switchback style).
 - The night before, make sure you have your flyers.
 - Check in with office. Determine best spot if doing an outside presentation.
 - Do a high-energy 5-to-8 minute presentation for every group.
 - Ensure each boy gets a flyer.
 - Once complete, check out with the office.
 - ✓ Leave with them some leftover flyers
 - ✓ Thank the front office – and if you can – thank the principal in person. Tell them what a great group of teachers, staff and students they have.
 - ✓ Confirm building access for sign up.
 - As you drive away from school, call the Troop leaders and re-confirm they are ready to go for Sign Up Night. Ask them to arrive 45-minutes before sign up start.
- For the Sign Up Night:
 - What to wear? Scouting, golf shirt.
 - Arrive early and ensure the doors are open, the AC is on and there is access to bathrooms.
 - Huddle up with your Troop leaders and review the game plan one more time. (outline attached)
 - Always know what the Sign Up Night produced last year, so you know how to gauge your success and be prepared to report.
 - At end of Sign Up, help Troops clean up and pack up.
 - If custodian is there, thank them for the support.
 - Contact your Staff Leader with results!

Turn in all applications and money no later than the following Friday each week of the campaign.



BOY SCOUTS OF AMERICA®

FLINT RIVER COUNCIL

2025 Scout Me In – Fall Scouts BSA Recruitment Plan For Troops

Here's how it works:

School Presentations: staff will schedule rallies and Sign Up Nights for each K-8 and traditional middle school in the District.

For traditional middle schools, you will need to set up a rally style that works best for the area, presenter, and school. Options are:

1. Class to Class visits
2. Assemblies
3. During the school day, staff, along with a Host Troop, will set up a campsite with outdoor gear for display. Students will visit the campsite in small groups and participate in a brief outdoor activities presentation.
4. Cafeteria assemblies during lunch or table to table presentations

For K-8 schools: Staff will visit each middle school classroom. He/she can do this on the same day he visits the elementary grades.

Host Troop: For each traditional middle school that you are doing a campsite presentation for, a Host Troop is needed. The Host Troop helps to supply equipment and manpower for the campsite display.

Sign-Up Night: ***Troops can participate in any sign-up night.*** A district presenter will discuss the Scouts BSA program with parents at the sign-up night. Each Troop in attendance will have a representative who will speak briefly about the Troop's activities. Parents and new Scouts will then have the chance go around the room and visit with each Troop. They will choose the Troop that's best for them.

What's important about our recruiting effort?

It's important to have 3-to-5 Troops at each sign-up night; this ensures that boys can choose the best Troop for them and that each Troop gets an equal share of new boys.

Scouts BSA Sign Up Agenda

As people enter, greet them and make sure each family gets a packet of information including the Welcome to Scouting sheet, a Boys' Life mini mag and a Youth application they may begin filling out.

1. Welcome
 - a. Introduce yourself
 - b. Thank them for coming tonight
 - c. Tonight will be a short business meeting to get boys registered
2. Brief explanation of program
 - a. Troops generally meet once per week for about an hour and a half
 - b. Campout or other outing once per month
 - c. One full week of summer camp each year
3. Books are most important thing to get. Uniform can come a little later. Provide information on Scout Shops (reference Welcome to Scouting handout)
4. Step them through the application process and explain the registration and Boy's Life fees. Explain that payment is pro-rated and registration for the full year happens by the end of January.
5. Discuss troop options
 - a. "We have several Troops in the area to choose from. I will pass around an information sheet with those options that will let you know the day, time, and location of their meetings."
 - b. "While these troops already have adult leadership in place, they always welcome new parents and encourage them to find a way to get involved. This is a volunteer organization, so the more everyone does to help, the better the program the boys receive."
 - c. (If Troops present) "We have some Troops here tonight for you to visit before making your decision as well."
 - d. "Once you've decided, please write down the information for the Troop you are joining on your Welcome to Scouting handout."
6. "Once you've completed your son's application, please return it to me with your check made out to "BSA" in the amount of \$_____. At that time I will give you your Hot Spark Kit." Remind boys not to bring Hot Spark Kit to school.
7. Collect apps, and send 'em home. Be sure to confirm Troop number is written on app.

Additional Notes:

- Use the room listed on the take home flyer.
- Start 5 – 10 minutes late. At the appointed beginning time, announce the time your watch reads, and indicate the time you will begin. Explain that this will allow you to accommodate any late comers.
- Be sure to have a limited number of handouts to show troop number, meeting location/date/time, Scoutmaster's name & contact info. Only list those troops for which you are recruiting.
- Bring plenty of pens, apps, Welcome to Scouting flyers, and hot spark kits.

Coweta County Scouts BSA Troops

TROOP	MEETING LOCATION	ADDRESS	DAY and TIME	SCOUTMASTER
46	United Methodist Church	20 Longstreet Ave, Turin, GA 30289	MON 7PM	Jeffrey Thomas 770-254-9271 Jst85@earthlink.net
55	Faith Creek United Methodist Church	2331 Highway 29 N, Newnan, GA 30265	MON 7:15PM	Bill Bales 678-478-7526 Bsa.troop55@yahoo.com
242	St. George Catholic Church	771 Roscoe Road, Newnan, GA 30263	SUN 2PM Bi-Weekly	Dennis Triggs 678-517-2200 dmtriggs@gmail.com
897	Cornerstone United Methodist Church	2956 Sharpsburg McCollum Road, Newnan, GA 30265	THUR 7PM	David Neece 770-304-9246 dneecega@bellsouth.net