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Greater Yosemite Council, BSA
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Boy Scout Fall Recruitment Plan and Procedures

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2013 Troop Growth Incentive & Recognition Plan

Troops who organize a minimum of 1 new patrol by November 30, 2013 will be given a voucher for 1 free Merit Badge pamphlet per registered member redeemable no later than February 28, 2014. A Patrol must be a minimum of 8 boys, and all boys must have been registered on or after June 1, 2013. New Applications, registration fees, and unit rosters indicating the new patrol must be submitted no later than November 30, 2013.

Troop Open House Chairperson

Job Description

Basic Responsibilities:

Serve as the Troop's recruitment chairperson. Provide leadership for the Troop's recruitment campaign. Organize the parents, leaders and boys in order to have a successful effort. Be the spokesperson at your local elementary and/or middle school and main contact for the principal. Help the unit to achieve the unit's goal.

Specific Responsibilities:

1. Brief all your adult leaders on the unit's plan to increase membership.
2. Attend the Program Kickoff in August
3. Talk to your local Principal and get his or her support to conduct a school rally in the local school. This can be before school, after school or during the 6th grade lunch.
4. Have Scout Master update beascout.org information on MyScouting.org website
5. Follow up on all leads in a timely manner
6. Send in flyer request early enough to ensure delivery 5 days prior to scheduled join nights.
7. Pick one night in September or October and hold a Troop Open House either at your meeting location or preferred elementary/middle school.
8. Lead a brainstorming session with the boys in your troop to capture the names of potential boys to invite to the open house.
9. Collect contact information including e-mail if possible
10. Send invitations followed by personal invites to attend the open house.
11. Set up new patrols and train new leaders as quickly as possible.

Time Commitment:

1. One meeting in July
2. Committee meetings and Troop meetings to plan and recruit help
3. School Rally.
4. Turn in Applications and money to Council Service center within 3 business days.

Support:

1. District Executive
2. Unit Commissioner
3. District Membership Chairman
4. Council Membership Committee

Boy Scout Open House

Plan

Scout units schedule a school rally any week this fall followed by an open house two weeks later. Boys and their parents are invited to a troop meeting near their homes to learn about Scouting. This could provide an opportunity for many boys to become members.

When

Any afternoon or evening in October or November. It is a short, fast moving session where boys and parents gather to see simple displays and to hear a brief outline of the Scouting program. They will talk with adult leaders, complete applications (parents too), pay fees, and get needed information about meetings and activities. This gives prospective members a true picture of what they can expect on a weekly basis.

Each Troop's open house chairperson oversees the completion of applications, collects fees, and turns in the results to the Scout Service Center within three days.

- School rally/displays are completed 3 weeks out.
- Formal Troop invitations sent out 2 weeks in advance of the open house.
- Peer invitations are completed the 1 week in advance of the open house.
- Reminder phone calls within 3 days of open house.

Personnel

Troop Open House Rallies require volunteer help. They need to be selected and trained in their responsibilities. Personnel essential to the success of the program are:

1. Scoutmaster – Master of Ceremonies and Open House Chairperson
2. Registration Specialist
3. Current Scouts and Assistant Leaders
4. Refreshment Coordinator

Preparation

All facets of an "Open House" are designed to make this one meeting in each troop successful. Tailor them to your troop. Work ahead so you're ready for the scheduled night your troop has chosen. Your District staff is available to help in many ways including consultation and direct assistance at School Rally and Open Houses. Please put your request in early.

Troop Boy Scout Open House Chairperson

Tips for Success

1. Do your homework in **Advance**. (See Check List)

2. Follow checklist

3. Recruit a lot of help from existing leaders

4. Recruit new parents

   A. Be positive and enthusiastic from start to finish, regardless of how the crowd looks. They're just shy and reluctant to get into something they know nothing about. Our job is to sell the concept of Scouting, and then sell them on making it happen for their own son by being involved. We provide the training and support. People want to join a positive, motivated team, not a group of "negative nellies".

   B. The most precious gift a parent can give to their son is their time. Boy Scouting gives them regular, structured, meaningful ways to do that, and over 70,000,000 (yes, million) boys and parents have used Scouting to their benefit.

   C. Most people have 3 primary reasons for not volunteering

      First: They're too busy! But everyone we know is busy. Americans fill their time with things that are priorities. Boy Scout Leaders are all busy people too, but they've decided to **Make Time** to be involved with their son and his Boy Scouting program.

      Second: They're too unfamiliar with Scouting! Well, every year we have new leaders, so the literature is written assuming you're new and have no experience. If you have a genuine interest in becoming a part of a great program you can be a great leader. All you have to do is follow the literature available. Also, basic training and roundtables are available to help you.

      Third: They're afraid of the unknown. Well, everyone was new and afraid once, but with the training, the Program Helps, and other literature support, the program is made relatively easy.

   D. Lay it on the line about troop jobs, what they require, and parent involvement. If parent volunteers don't run Scouting, Scouting doesn't run. Parents of the boys need to make up the Troop Committee and Leadership. Which makes sense in a family-building program.

Troop Open House Chairman
Check List

___ Attend Troop Open house Training at the District Fall Program Kick Off or 2nd chance training at September Roundtable.

___ Meet with Troop Committee to review plan.

___ Appoint a youth to help lead this process, bring him to training too.

___ Develop recognition plan for boys who recruit a new member to Scouting.

___ **Have every member of the Troop brainstorm at least 1-3 potential friends to invite to the Troop Open House. Assemble names, addresses, phone numbers, e-mails for every prospect.**

___ Ask every Scout to make a list of all of their friends that they would like to have in Scouts.

___ Combine all lists into one master Troop List.

___ Ask each Scout to invite their friends from their created list to the Troop Open House.

___ Organize follow-up procedures to make sure every Scout invites his friends from his created list.

___ Schedule Open House

___ Send written invitations to every potential member two weeks prior to the Open House

___ Schedule a school rally 1 week prior to Open House. Deliver flyers to 6th grade classrooms to invite folks to the open house.

___ Organize school rally team

___ Conduct school rally

___ Arrange for phone calls to be made to every new potential Scouting Family 3 days prior to Open House. Use the information compiled from both school rallies & peer recruitment activities.

___ Set up meeting room, display, etc., one hour before Open House

___ Preside at Open House for boys and parents.

___ Turn in additional enrollments and sign-up forms to the Council **Service Center**.

___ Follow up with new Boy Scouts and parents to make sure all boys are properly placed in patrols.

___ Contact all new leaders and have them attend upcoming Leader Training.

Sample Parent Call Sheet

(Do not read verbatim)

or

Please adapt if being used by Youth Leaders

Hello, is this Mr./Mrs. (Last Name)? My name is (Your Name); I'm a volunteer worker with Boy Scout Troop # ____ and I'm calling you because your son, (first name) has expressed an interest in joining the Boy Scouts. A special Open House has been scheduled at _____, at _____, on _____.

The purpose of the meeting is to provide you and your son with more information about the Scouts including how he can join. It will be a very informative meeting. Can we count on seeing you and your son at the meeting on _____ (date)?

If yes, then thank the parent and let him/her know that you'll look forward to seeing them at the meeting.

If no, determine if there is an interest. If there is, let the parent know that a member of the troop will be contacting them after the meeting to let them know the alternate joining process.

Rank the sheet you are calling from. Y = Yes; N= No;? = Questionable
This will help you determine the success you should have at your Troop Open House.

Troop Open House

(Suggested Agenda)

Name of Volunteer Assigned to this Section:

1. Pre-Opening Period (6:00-7:00p.m.) _____
   A. Units set-up displays one hour prior to meeting.
   B. Pre-opening activates to keep boys and parents involved. Use one or more of the following suggestions:
      1. Skills Demonstration
      2. Displays
      3. Get acquainted games
   C. Use adult leadership to keep boys organized.
   D. Before people enter the meeting room, have them sign attendance roster. Give each boy a Boy Scout application. (Collect applications later in the program along with other handouts.)

2. Opening Remarks (7:00 p.m.) _____
   A. Welcome
   B. Briefly state purpose of meeting. Explain what Boy Scouting is all about, how it works, how parents can use it with their sons, and how they can become a part of it
   C. Introduce leaders present.

3. Opening Remarks _____
   A. Teach the Boy Scout Sign and Salute.
   B. Have everyone stand and give the Boy Scout Salute as they are led in the Pledge of Allegiance to the Flag.
   C. Explain how the sign is used in Troop Meetings as a signal for silence. When the leader's hand goes up, etc.

4. Boy Scouting (**Be brief here**) _____
   A. Its purpose, objective, program, etc.
   B. Boy Scout Advancement – Explain parents' role
   C. Boy Scouting – A family program and requires parent support. Parents are asked to:
      1. Help son understand advancement.
      2. Serve as an Assistant Scoutmaster or Committee Member.
      3. Support &cooperate with your Troop Leaders
      4. Attend troop Court of Honor and special meetings as announced.

5. Troop's Program **(Be Exciting)** _____
   1. Troop Leaders meeting on: _____
   2. Troop meeting on: _____
   3. Present Annual Program Plan

Troop Open House
(Suggested Agenda Con't.)

Name of Volunteer assigned to section:

6. Review number of new boys at Meeting _____
   A. Explain Troops need for new leaders
   B. Ask for volunteers to fill positions.
   C. Have them fill out applications.

   1. Review applications and yearly fees of: _____
      Youth and Adult members - $
      Boy's Life - . Fees are pro-rated depending on when Troop re-charters (see registration chart for correct pro-rated fees)

   2. Troop dues to cover Troop expenses. _____
      (Explain how the Troop budget works.)

7. Set Date for Meeting with New Leaders _____
   Meeting on: _____
   At: _____

8. Collect Completed Boy and Adult Applications _____

9. Scoutmaster delivers applications, sign-up forms, and fees to Council Service Center within 3 days of Open House. _____

This is a sample of an agenda that should be produced by your unit and handed out on at your Open House

2013-2014 Troop Activity Calendar

October 9, 2013	School Rally
October 23, 2013	Troop Open House
November 2, 3, 4, 2013	Troop Campout
December 4, 2013	Swim Party
January 26, 2014	Klondike Derby
February 2, 2014	Troop Ice Fishing Tournament
March 5, 2014	Charter Dinner
April 20-22, 2014	District Camporee
May 11, 2014	Troop Meeting and Family Picnic
June 15-20, 2014	Summer Camp at Camp John Mensinger

My son's Scoutmaster is: _____

Address: _____

Phone #: _____

Time and Place of Troop Meetings: _____

Our next regularly scheduled meeting is _____ at _____

School Rally Program Ideas

1. Cooking Demonstration
2. Model Campsite
3. Back Packing Demonstration
4. Fishing Demonstration
5. Archery Range
6. Climbing/Rappelling Demonstration
7. Knot Display
8. First Aid Kit

School Rally Basic Set Up

1. Information Table
2. DVD/TV Scout Video (CJM Camp Video, BSA High Adventure Video, Etc)
3. Various hands-on displays (see list above as schools allow)
4. Model Campsite.

   Be sure to bring enough leadership to demonstrate & answer everyone's questions.

School Rallies Suggested Times

1. Before School
2. Immediately After School
3. During Lunch
4. Special Assembly

(For duplication and distribution to new scouting parents)

Dear New Scouting Family,

Thank you for giving your son the opportunity to join the largest youth organization in the United States. We hope this will be a fun-filled experience for both you and him. The following information from your Troop will be of help to you. Please call the Greater Yosemite Council at (209)545-6320 if your son's Scout Leader has not contacted you by October 22nd. Please go to www.beascout.org for more information.

Welcome to Troop number _____

Chartered by _____

Troop meetings are held _____ starting on _____

- Our next regularly scheduled meeting is: _____ at _____

Scoutmaster: _____

Address: _____

Phone #: _____

Committee Chairperson: _____

Address: _____

Phone # _____

Your son will need a uniform, insignia, and handbook. The Troop can give you information on what is required, and additional information on uniform and insignia can be found in the handbook.

Registration Fee Chart
For Boy Scouts and Adults

Sign Up Night	Registration Fee (Everyone)	Boys Life Subscription Price	Combined Registration and Boys Life
August 2013	**6.25**	**5.00**	**11.25**
September 2013	**5.00**	**4.00**	**9.00**
October 2013	**3.75**	**3.00**	**6.75**
November 2013	**2.50**	**2.00**	**4.50**
December 2013	**1.25**	**1.00**	**2.25**

We recommend that you charge the pro-rated fee as well as the annual registration fee on sign up night so that you do not have to ask for money again in December. **Nor do you have to risk the child and the packs exposure to liability by holding onto applications until December.** Charge enough on the front end. Then re-charter everyone on time.

The annual re-charter fees are as follows:

1. Registration: $15.00
2. Boys Life: $12:00

Therefore, if you have a sign up night in August you would charge

1. Registration: $21.25
2. Boys Life: $17.00