



## Tips for a successful Friends of Scouting presentation

### For Presenters:

1. Get on the unit calendar: call, email, confirm, show up. Blue & Golds are best for Packs, Court of Honors are best for Troops.
2. Write and rehearse your presentation. Start with the template and make it your own. Tell your story as a scout parent so you can connect with the parents. Tell them why you believe in the program and why you do this.
3. Send your bio and introduction letter a week ahead of the presentation. Walk the Unit FOS coordinator through the introduction process ahead of the meeting.
4. Keep your presentation short and concise.
5. Create an interactive presentation - ask them questions they will say yes to.
6. Show the card, envelope and mobile version. Encourage them to log on and donate while you're presenting. Relay the facts and stats you're comfortable with. Rehearsing will tease that out. Don't try and remember everything.
7. Tell them if they are there they are committed. The goal is commitment. Everything else comes after that decision.
8. After the presentation hang out to collect envelopes. Thank people for their support. Schedule a follow up with Unit Coordinator two weeks after.
9. Report into your District Executive paid, pledges.
10. Drop/mail envelopes to Council. Keep in touch with your units.



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## Tips for a successful Friends of Scouting presentation

### For FOS Unit Coordinators:

1. Put an FOS presentation on your calendar.
  - Blue & Golds are best for Packs,
  - Court of Honors are best for Troops.
2. Respect your presenter's time. A successful presentation benefits your unit and District.
3. Send the introduction letter a week ahead of the presentation. Prep your parents that this is a critical fund-raiser for our District and Council.
4. Talk through introduction process ahead of the meeting.
5. Accept the ribbon from the presenter and exchange the FOS envelope to demonstrate your leadership and commitment.
6. Have scouts prepared to give out materials.
7. Participate in the presentation - be present, be in the moment.
8. After the presentation thank your presenter for their time and commitment.
9. Help them collect envelopes. Agree to follow up with parents and presenter.
10. A good FOS experience will bring envelopes and much needed funding. 80% of FOS work can be completed in one good FOS presentation.



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