

SCOUT FAMILY FOS CARD CONTROL

A successful FOS campaign is based on how well the pledge cards are prepared and managed by the District Executive. In order to have a successful campaign, you must have a plan in place to insure that the campaign process is easy for the Unit Leader, and Unit Coordinator.

CARD PREPARATION BEFORE PRESENTATION

- Two to three weeks before the presentation meet with Unit Coordinator to go over ScoutNet list and Unit rosters to make sure everyone is covered.
- With the unit coordinator, determine which registered youth are currently active in the Unit.
- Remove names of inactive or dropped members from ScoutNet list and remove labels from label sheet. Return these to Council via DE so that these names can be removed from the database.
- Add names of new members to flat list and prepare cards.
- In Units larger than 5 Dens or Patrols (60 members), ask the Unit Coordinator to divide the cards into a packet for each Den or Patrol for easy distribution.
- Ask the Unit for their roster so that every family will have a card at the presentation.

AFTER THE PRESENTATION

- Ask all families to return their cards on the evening of the presentation, even if they don't make a contribution or pledge at that time.
- Ask Unit Coordinator to make an announcement those donors who commit to a \$160.00 gift and pay in full will receive a collector's medallion at the end of the program.
- FOS Stickers will be given to all Scouts who bring their family's cards forward and turn them into the Unit Coordinator or Team Leader.
- Make sure that the cards are filled out fully and that those who have turned in their card receive the appropriate gifts – patch and/or coin.
- Announce the total amount collected at the end of the meeting. Let a Unit take PRIDE in the support they have provided for the council!

FOLLOW-UP

- Use Unit Telethon Script to ensure that all families have been contacted and given the opportunity to support the Friends of Scouting campaign.
- Ask the Unit Coordinator to be finished with follow-up in two weeks.

