

FALL MEMBERSHIP SEMINAR

Cub Scouts!

We've heard you!

- Multiple school sign-up nights
- Clearer FREE Pinewood Derby car qualifications
- More help with adult recruiting
- Fewer papers on sign-up night
- Payment only until recharter

YOU ASKED FOR ALL OF THESE, AND WE LISTENED TO YOU!

Multiple School Sign-Up Nights

Sign-up nights for schools will be one of the following:

- Thursday, Aug 29
- Tuesday, September 10
- Monday, September 16*

Sign-up nights are coordinated with your district membership team and your elementary school principal.

*Only available for schools that start after Labor Day or have other unusual circumstances.

If you serve more than one elementary school, flyers for sign-up will designate only ONE school for everyone to go to! Less sign-up night staff required!

Pinewood Derby Car Qualifications

- Actively participate in your school night for scouting event
- Actively participate in a 2nd recruitment night at your October pack meeting
- Have growth in your unit by October 31, 2019 over December 31, 2018

THAT'S IT!

More Help with Adult Recruiting

- Specific adult recruitment scripts for sign-up night—two to choose from
- Scripts are in the “School Night for Scouting Resource Materials”
- Video examples are available:
WATCH NOW!

Stand Up Recruitment Method



Yardstick Recruitment Method



Fewer Papers on Sign-up Night

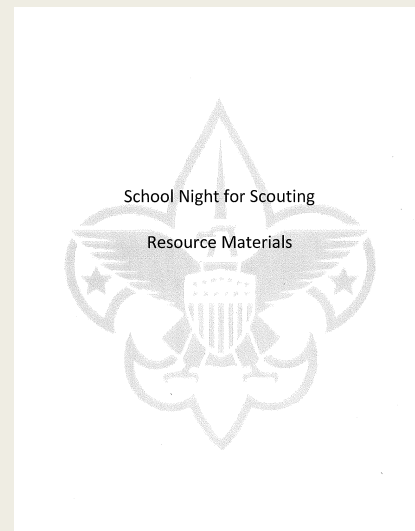
- Fall Parent Guide
 - *Purposes of Cub Scouts*
 - *Youth Protection*
 - *Pack Information*
 - *Advancement Information*
 - *Adult Paperwork*
 - *Magazines/Training*
 - *Popcorn*
 - *What Do I Need to Buy?*

Payment Only Until Recharter

- Sign-up night reminder sheet for all nights with reminders
- \$13.75 to join in September
- \$11 to join in October
- \$1 per month for Boys' Life—RECOMMENDED FOR ALL SCOUTS! New format coming soon
- Use your pack square reader for instant payments!

Let's talk about your sign up night!

- This is an EVENT, not a “come and go”
- Use the resource material guide for set up and scripts



Before families arrive...

- Bring your one-page unit calendar
- Prepare 5 minutes to talk to the new families about your pack
- Set up a display about your pack
- Make sure you have supplies!
 - Pens, paper, parent resource guides, pack checkbook, books/uniforms/tshirts
- Set up the room!
 - Ideally, use page 4 of the resource guide so dens sit together. If not possible, then set up your room so everyone is fairly close together, rather than spread out

Once the sign-up begins

- Have a gathering activity
- Make sure everyone signs in!
- Take 5 minutes (maybe up to 10) to discuss your pack briefly
 - Pack leadership
 - Calendar
 - 1 or 2 specific highlights of the coming year
- Turn the time over to whomever is doing the adult recruitment talk; take the youth for their activity

Youth Activity

- While you have the youth, you should accomplish 6 of the 7 requirements for Bobcat:
 - *Learn and say the Scout Oath, with help if needed*
 - *Learn and say the Scout Law, with help if needed*
 - *Show the Cub Scout sign, and tell what it means*
 - *Show the Cub Scout handshake, and tell what it means*
 - *Say the Cub Scout motto, and tell what it means*
 - *Show the Cub Scout salute and tell what it means*
- Plan to have a brief, fun activity with the scouts to celebrate! This might be a name game, simple fitness activities or other basic fun things that all scouts can do.

Adult Recruitment Talk

- Can be either from your pack or from the district
- **STAY ON SCRIPT:** use either the yardstick or whole room talk
- **WATCH YOUR TIME.** After 15 minutes, you will have lost the room. Your time includes your script as well as telling parents what the unit needs and filling out the talent survey and 100 point form
- At the end, talk about the youth application, and have each family fill those out as well

Closing

- Thank everyone for attending; tell them when the next meeting(s) will be
- Give them the exercises for *How to Protect your Children from Abuse: A parent's guide* (to finish Bobcat by the next meeting!)
- Have separate turn in piles for
 - *Talent survey/100 point form*
 - *Youth applications/money*
 - *Other pack needs*

After the meeting

- Cubmaster signs all youth forms
- Money is either given to treasurer, and one pack check sent to scout office OR all money and applications given to whomever is designated to turn it in to scout office
- Review forms to see what needs have been met
- Pack leaders develop plan for contacting specific families to recruit leaders
- Sign-in sheet updated to show who attended by DID NOT register. Den leaders assigned to contact families and encourage them to attend next meeting

Notes for Sign-Up Night

- Collect ALL youth fees and applications ON SIGN UP NIGHT
- Turn in ALL youth fees and applications within three days of sign up night!
- Keep talent surveys and 100 point forms FOR YOUR PACK!
- Hold a Youth Protection night with your new parents
- Register new adult leaders as soon as youth protection is completed

October Pack Meeting

- Requirement for Pinewood Derby Cars: have a joining event at your October pack meeting or other October pack activity
- You decide the date
- Let your district membership team know ASAP, so they can get flyers for your school(s)
- No special program required—but make sure you have youth applications available and someone to welcome the new scouts!

Wrap-Up

- Flexibility for Sign-Up nights
- Sign-up night will focus on adults as much as youth
- Earn free pinewood derby cars for the whole pack!
- NEW Parent Guide will create fewer papers to shuffle on sign-up night
- Collect applications and fees **THAT NIGHT!**
- Use your square reader for instant payment!