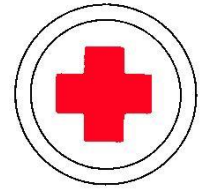




SAVE A SCOUT

PHONE-A-THON PLAN



OBJECTIVE:

- Contact boys who have been dropped from recharterers to invite them to rejoin scouting.

TIME & DATES:

- Between the hours of 5:00 to 8:00 pm
- During the weeks of:
 - April 21 to April 26
 - April 28 to May 3
 - May 5 to May 10

PERTINENT FACTS:

- **54 percent of all boys who drop out of scouting would return if asked.**
- The information on dropped boys is provided by the District Service Executive.
- Retention of Scout and assisting parents with re-registration is vitally important.
- Recovered scouts will have an opportunity to participate in camporees, day camp, summer camp, and other district activities.

VOLUNTEER INVOLVEMENT:

- The District Commissioner will act as the save-a-scout lead for his or her district.
- The Membership Committee Chair and others can be recruited to help lighten the workload.
- Each district needs to recruit enough volunteers to make phone calls from 5:00-8:00pm to encourage parents to have their sons rejoin. (phone volunteers should meet one half hour before for training.)

SOURCE OF VOLUNTEERS:

- Sources for potential volunteers include parents, unit leaders, commissioners, trainers, NESA members, Order of the Arrow members. *Unit leaders can be helpful, but should not be given dropped Scouts from their own unit.*

SAVE-A-SCOUT:

- District volunteers will make calls to parents of dropped scouts and ask them to rejoin.
- Individual volunteer recap tally sheets are to be collected each evening and a district tally report presented to a staff leader. A final district tally sheet is prepared for the council.

SUGGESTED LOCAL COUNCIL RECOGNITION:

- The individual in each district who has the most “saves” (actual boys who rejoin) will receive special recognition from the council.
- The district that has the most “saves” (actual boys who join) will also be recognized with a special recognition from the council.

DISTRICT COMMISSIONER’S ROLE:

- Lead the entire Save-A-Scout effort.
- Participate in the save-a-scout phone-a-thon
- Recruit other Commissioners to help.
- Follow up to ensure boys who are interested in rejoining scouting are invited by the pack or troop, are registered, and attend meetings.
- Secure a location that’s available from 5:00-8:00 p.m. which has 5 to 10 outside telephone lines.
- Recruit a committee to assist in contacting parents of dropped scouts during the week from 5:00-8:00 p.m. to encourage boys to rejoin.
- Oversee committee follow-up to ensure all youth/parents interested in rejoining attend meetings and register.

PREPARATION

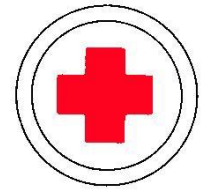
- Arrive at site early to prepare
- Volunteers arrive at 4:45 pm
- Assign calls to be made
- Review recap sheets
- Begin calling at 5:00 pm
- Report districts results to your staff leader daily

MATERIALS TO HAVE ON HAND

- Separated youth report
- District map of units (troops, crews, and packs)
- Unit leader’s names, telephone numbers, and unit meeting day, time, and location directions
- Recap sheets (volunteer and district)
- Volunteer call reference sheet
- Refreshments



SAVE-A-SCOUT



VOLUNTEER CALL SCRIPT

HELLO: MR. OR MS. _____

THIS IS _____
(NAME)

I AM A VOLUNTEER WITH THE BOY SCOUTS OF AMERICA. OUR RECORDS INDICATE YOUR SON IS NO LONGER REGISTERED AS A SCOUT IN TROOP _____ OR CUB PACK ____.

IS THIS CORRECT?

- IF ANSWER IS “**NO**”, IDENTIFY AND RECORD UNIT NUMBER, AND VERIFY BOY'S NAME, ADDRESS, TELEPHONE NUMBER AND BIRTH DATE.
- IF ANSWER IS “**YES**”, MY SON IS NO LONGER IN SCOUTING, POLITELY ASK “**WHY?**”

IT IS NOW YOUR JOB TO *SELL* THE PARENT ON SIGNING THEIR SON BACK UP IN SCOUTING!

RESPONSE TO ‘NO LONGER IN SCOUTING’

- TELL THE PARENT WE ARE CALLING BECAUSE WE WOULD LIKE THEM TO RECONSIDER HAVING THEIR SON IN SCOUTING.

FIRST MENTION:

- EXPLAIN BENEFIT OF SCOUTING: EXCELLENT PROGRAM THAT DEVELOPS CHARACTER, SELF CONFIDENCE, AND LEADERSHIP SKILLS. IT’S MUCH MORE THAN CAMPING AND HIKING.

PROVIDE EXAMPLES FROM THE RESEARCH CONDUCTED BY HARRIS INTERACTIVE ON VALUES OF SCOUTING:

VALUES OF SCOUTS

A STUDY OF ETHICS AND CHARACTER

Study results indicate that Scouts with at least five years' tenure are more likely than boys who have never been Scouts to:

- Assume leadership roles in clubs or school organizations
- Put the needs of others before their own
- Have higher self-confidence
- Be active in a variety of after-school activities
- Resist peer pressure to take part in delinquent or dishonest activities

Scouting also provides youth with skills that help them cope with any situation. Youth say Scouting has taught them to:

- Always give their best effort
- Always be honest
- Treat others with respect
- Set goals
- Stay physically fit
- Take care of the environment

Scouts agree that Scouting activities have helped them improve their performance in science, reading, and math.

And Scouts are also more likely than other boys to report earning high grades in school.

The values and skills boys learn in Scouting last a lifetime. More than eight of 10 men (83 percent) who were Scouts agree that "the values I learned in Scouting continue to be very important to me."

Men who were Scouts five or more years as boys are more likely than men with no Scouting experience to:

- Graduate from high school (91 percent versus 87 percent)
- Graduate from college (35 percent versus 19 percent)
- Earn higher annual household incomes (\$80,000 versus \$61,000)
- Value family relationships highly (81 percent versus 72 percent)
- Have lifelong friendships (89 percent versus 74 percent)
- Attend religious services (87 percent versus 77 percent)
- Believe helping others should come before one's own self-interest (92 percent versus 83 percent)

In addition, more than eight of 10 men who were Scouts (83 percent) say that there have been real-life situations in which having been a Scout helped them to be a better leader.

RESPONSE TO 'NO LONGER IN SCOUTING' (CONT)

SECOND MENTION:

- NOW IS A GREAT TIME OF YEAR TO REJOIN BECAUSE UNITS ARE PREPARING FOR: (LIST SPECIFIC DISTRICT/COUNCIL EVENTS AND GENERIC UNIT EVENTS)
 - CAMPING TRIPS AND OUTINGS
 - IF CUB SCOUT – DAY CAMP
 - ANNUAL SPRING CAMPOREE
 - SUMMER CAMP

RESPONSES TO SOME OF THE REASONS THEY DROPPED OUT:

CONFLICT WITH SPORTS

RESPONSE:

- SCOUTING IS FLEXIBLE.
- A LOT OF BOYS PLAY SPORTS, ARE IN A BAND, AND IN SCOUTS.
- STRESS THAT ATTENDANCE EVERY WEEK IS NOT MANDATORY.
- WE ENCOURAGE BOYS TO BE WELL-ROUNDED AND TO PARTICIPATE IN ACTIVITIES AND DO WELL IN SCHOOL.

INACTIVE UNIT OR POOR LEADERSHIP OR INCONVENIENT MEETING TIME

RESPONSE:

- LET PARENT KNOW THERE ARE OTHER TROOP OR PACKS AND OFFER A DIFFERENT UNIT.

NEVER CONTACTED AFTER FIRST MEETING

RESPONSE:

- APOLOGIZE, THEN ASK PARENT TO RECONSIDER AND THAT YOU WILL PERSONALLY SEE THAT THEIR SON GETS INTO ANOTHER TROOP.

CLOSE THE SALE!

- ASK “**WOULD YOU LIKE YOUR SON TO REJOIN?**”

MEMBERSHIP STANDARDS ISSUE

DON'T AGREE WITH ALLOWING GAYS IN SCOUTING (or something similar)

RESPONSE (do not get defensive or argue with the parent):

- WE RESPECT YOUR RIGHT TO AN OPINION ABOUT THIS ISSUE. HOWEVER, THE BSA KNOWS THAT YOUTH ARE STILL DEVELOPING, LEARNING ABOUT THEMSELVES AND WHO THEY ARE; DEVELOPING A SENSE OF RIGHT AND WRONG, AND UNDERSTANDING THEIR DUTY TO GOD TO LIVE A MORAL LIFE. ACCORDINGLY, SIMPLY STATING HE OR SHE IS ATTRACTED TO THE SAME SEX, BUT NOT ENGAGING IN SEXUAL ACTIVITY, DOES NOT MAKE A YOUTH INELIGIBLE FOR MEMBERSHIP.
- HOW A SCOUT BEHAVES – LIVES BY THE SCOUT OATH AND LAW – IS THE KEY FACTOR FOR MEMBERSHIP.

BECOME FAMILIAR WITH SOME OF THE KEY POINTS REGARDING THE CHANGE IN STANDARDS:

Membership Standards:

Youth membership in the Boy Scouts of America is open to all youth who meet the specific membership requirements to join the Cub Scout, Boy Scout, Varsity Scout, Sea Scout, and Venturing programs. Membership in any program of the Boy Scouts of America requires the youth member to (a) subscribe to and abide by the values expressed in the Scout Oath and Scout Law, (b) subscribe to and abide by the precepts of the Declaration of Religious Principle (duty to God), and (c) demonstrate behavior that exemplifies the highest level of good conduct and respect for others and is consistent at all times with the values expressed in the Scout Oath and Scout Law. No youth may be denied membership in the Boy Scouts of America on the basis of sexual orientation or preference alone.

Scouting is a youth program, and any sexual conduct, whether heterosexual or homosexual, by youth of Scouting age is contrary to the virtues of Scouting. We also state that no member may use Scouting to promote or advance any social or political position or agenda, including on the matter of sexual orientation.

This policy allows kids who sincerely want to be a part of Scouting to experience this life-changing program while remaining true to the long-standing virtues of Scouting. While people have different opinions about this policy, kids are better off when they are in Scouting.

Morally Straight:

The Boy Scout Handbook continues to define “morally straight” as “Your relationships with others should be honest and open. Respect and defend the rights of all people. Be clean in your speech and actions and faithful in your religious beliefs. Values you practice as a Scout will help you shape a life of virtue and self-reliance.”

Source: http://www.scouting.org/training/membership_standards.aspx

Engaging in this issue is generally a “no win” situation. Apologize, end the conversation quickly and draw a line through the boy’s name to indicate NO.

RECORD THE RESULTS:

WORKING FROM THE ROSTER PROVIDED BY THE COUNCIL:

IF RESPONSE IS:

YES - Write **YES** on the left of the boy's name on the roster.
Record parent's name, and check the boy's name, address, telephone, and birth date on the roster sheet. Obtain the parents' e-mail address plus, if Boy Scout, the boys' e-mail address.

Rejoin status – Yes - recap sheet

MAYBE - Write **M** for maybe on the left of the boy's name on the roster. .Record the parent's name and check the address and telephone number. Obtain the parent's e-mail address plus, if Boy Scout, the boys' e-mail address.
(make a note of any pertinent information for follow-ups, such as when to call again to confirm.)

Rejoin status – Maybe - recap sheet

NO - Draw a ~~line through~~ the boy's name.
(make a note of the reason given for son dropping out)

Rejoin status – No - recap sheet

FOLLOW-UP:

- COLLECT VOLUNTEER RECAP SHEETS / SUMMARIZE AND TURN IN DISTRICT RECAP
- SEND THE APPROPRIATE LETTERS
- SEND AN E-MAIL AND/OR POSTCARD TO THE YOUTH
- INFORM THE APPROPRIATE UNIT LEADER(S) OF THE LIKELY RETURN OF A DROPPED SCOUT. ASK THEM TO REACH OUT TO THE SCOUT AND PARENTS
- CHECK WITH THE UNIT LEADER(S) TO SEE IF THE BOY RETURNED TO SCOUTING
- FOLLOW-UP WITH AN E-MAIL TO THE PARENTS ABOUT 2 WEEKS AFTER CALL

LETTER TO PARENTS (CUB or BOY SCOUT) WHO SAY “YES” or “MAYBE”

- *USE COUNCIL LETTERHEAD*
- *PERSONALIZE EACH LETTER*

Date

«FirstName» «LastName»

«Address»

«CityStateZip»

Dear «FirstName»:

We want your son to experience the challenge and adventure of outdoor activities with his friends this Spring! We also want him to continue experiencing the values taught in Scouting which are helpful in assisting parents as they raise their children. Children are bombarded continually with complex and mixed messages. Scouting strives to support and assist parents by reinforcing values taught in the home. There are very few places a parent can send a youth to have these values taught. Scouting has never left the values on which Scouting was founded.

As a follow up with you from a recent phone call, enclosed is a list of leaders in your town who will help he and his friends get involved in our great program. **I ask that you to make contact today so he can return to Scouts next week.**

We are proud to have you and your son return to Scouting!

Sincerely yours,

Title _____

Contact Information

INCLUDE THE LIST OF UNIT LEADERS IN THIS BOY'S PARTICULAR COMMUNITY

Include flier: "If your son lived by the Scout Law, what would he grow up to be?"

LETTER TO PARENTS WHO SAY “NO”

- *USE COUNCIL LETTERHEAD*
- *PERSONALIZE EACH LETTER*

Date

«FirstName» «LastName»

«Address»

«CityStateZip»

Dear «FirstName»:

We are sorry your son has decided to drop out of the Scouting program. We recognize that in a world competing for our children’s time, choices must be made. We thought you would be interested to know that only 8% of the boys in High School make the varsity team while 100% of the boys in scouting get to play in every game. We firmly and passionately believe in the value of Scouting.

The values taught in Scouting are invaluable in assisting parents as they raise their children. Children are bombarded continually with complex and mixed messages. Scouting strives to support and assist parents by reinforcing values taught in the home. There are very few places a parent can send a youth to have these values taught. Scouting has never left the values on which Scouting was founded.

We invite you to reconsider your involvement and allow us to find the right program or location for your son. Please contact us at any time.

Sincerely yours,

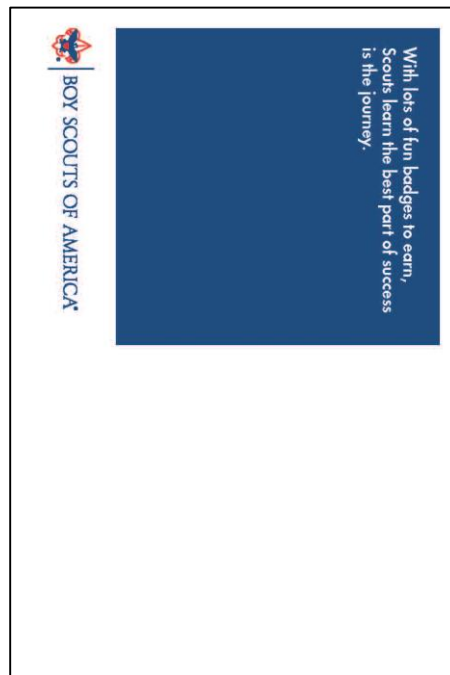
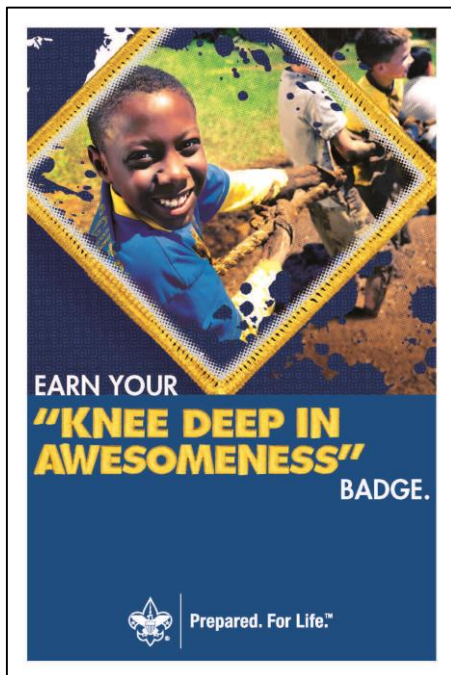
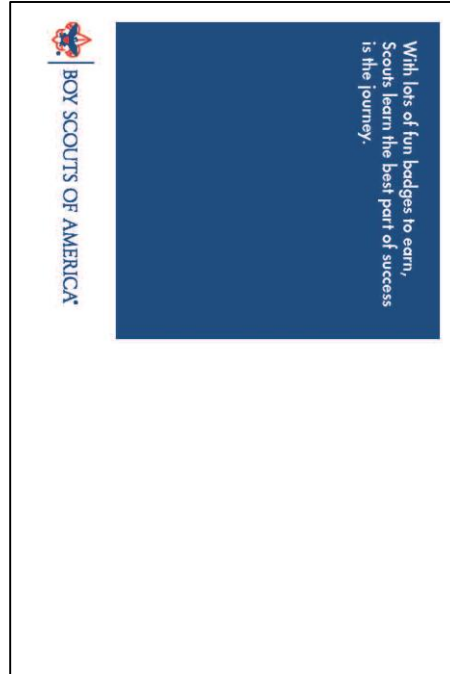
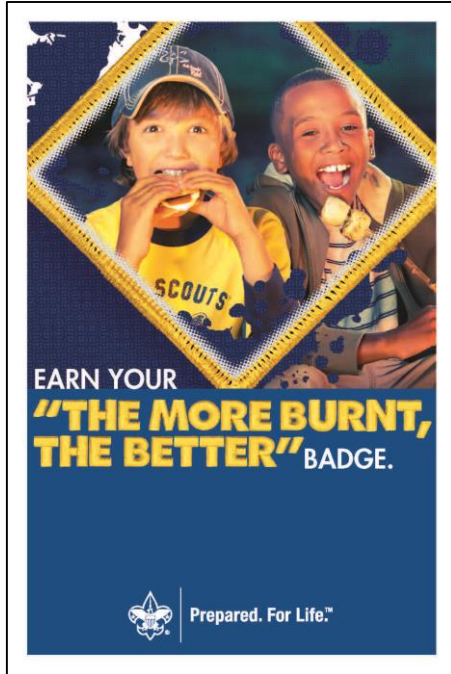
Title _____

Contact Information

Include flier: “If your son lived by the Scout Law, what would he grow up to be?”

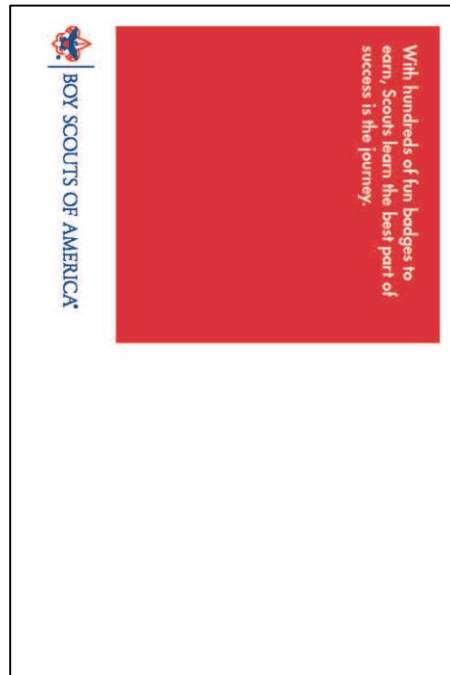
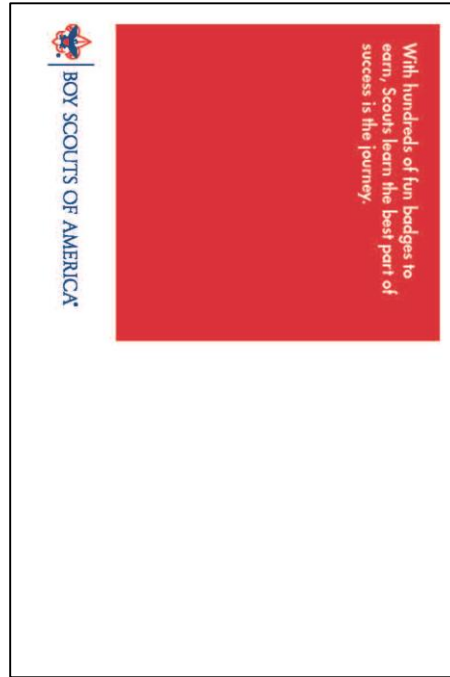
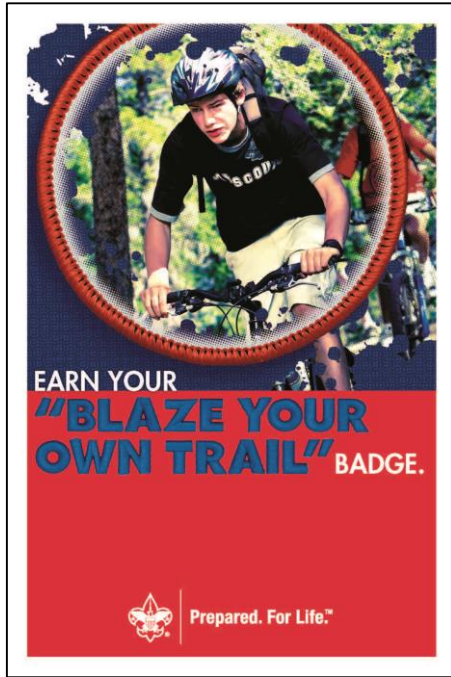
POSTCARD TO CUB SCOUTS WHO SAY "YES" or "MAYBE"

USE MODIFIED RECRUITMENT POSTCARDS – PRINT FROM HIGH RESOLUTION PDF. ADD THE MEETING PLACE, TIME, DATE AND CONTACT INFO WITH A STICKER OR BY HANDWRITING.



POSTCARD TO BOY SCOUTS WHO SAY “YES” or “MAYBE”

USE MODIFIED RECRUITMENT POSTCARDS – PRINT FROM HIGH RESOLUTION PDF. ADD THE MEETING PLACE, TIME, DATE AND CONTACT INFO WITH A STICKER OR BY HANDWRITING.



FOLLOW-UP E-MAIL TO BOY SCOUTS WHO SAY “YES” or “MAYBE”

(SENT IMMEDIATELY AFTER PHONE CALL. THIS IS IN ADDITION TO OR IN PLACE OF POSTCARD)

Dear ____

If there’s one thing Scouts know about, it’s that the best part of earning a badge is the experience. And with badges ranging from backpacking to robotics, there are tons of cool experiences to be had.

We are very glad you are returning to Boy Scouts! Troop ____ meets on ____ at ____ . The meeting location is ____ . Your Scoutmaster is ____ his phone number is ____ and his e-mail is ____ .

INCLUDE THE GRAPHIC BELOW IN YOUR E-MAIL:



**EARN YOUR
“BLAZE YOUR
OWN TRAIL”** **BADGE.**

BeAScout.org  Prepared. For Life.®

FOLLOW UP E-MAIL TO CUB SCOUT PARENTS WHO SAID “YES” or “MAYBE”

(SENT TWO WEEKS AFTER PHONE CALL)

Dear _____ :

When you sign your son up for Cub Scouting, you’re signing him up for much more than an after-school activity! Whether he is camping for the first time or catching his first fish, your son will be taking part in activities that are fun, as well as building his character and starting him on a path to success. While there are lots of cool patches to earn, the experiences he has along the way will be his true rewards.

By now your son should have attended a meeting of his Cub Scout Den and maybe the Pack. Please contact me if you have any questions or need more assistance. Best wishes for you and your son. I know you will have many great experiences in Scouting!

INCLUDE THE GRAPHIC BELOW IN YOUR E-MAIL:



FOLLOW UP E-MAIL TO BOY SCOUT PARENTS WHO SAID “YES” or “MAYBE”

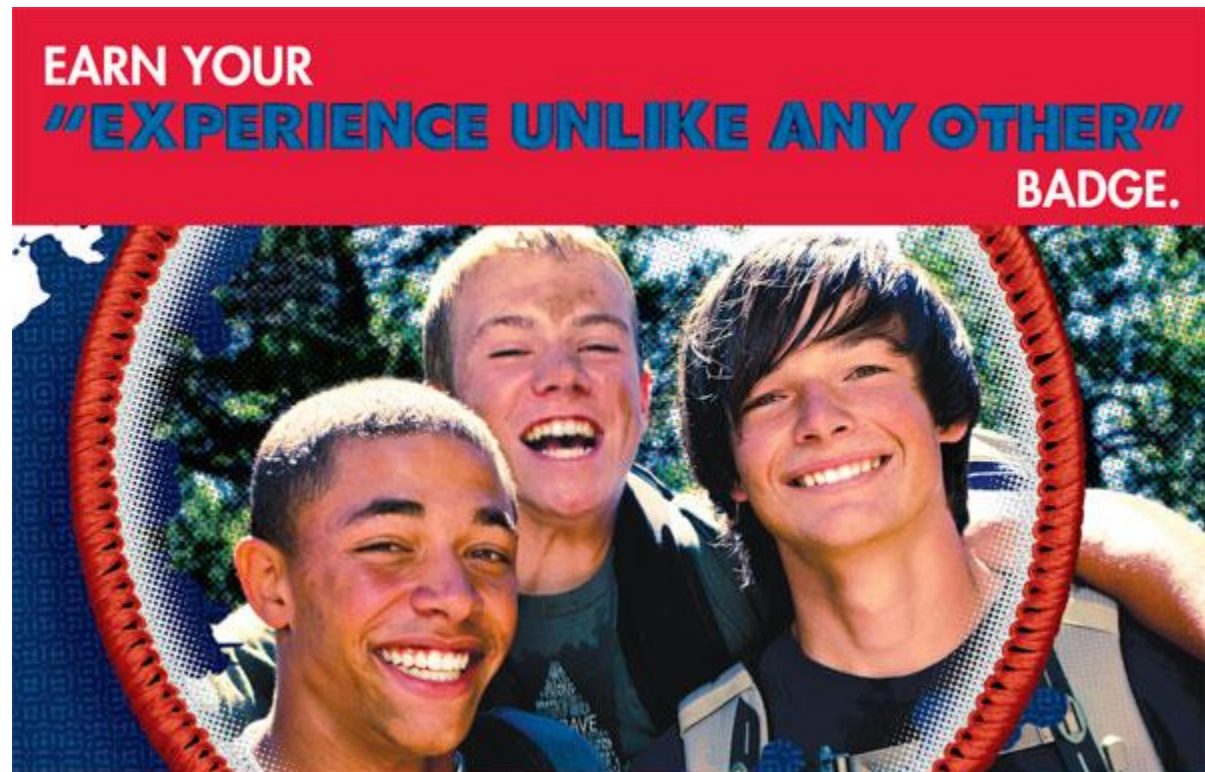
(SENT TWO WEEKS AFTER PHONE CALL)

Dear _____:

When you sign your son up for Boy Scouting, you’re signing him up for much more than camping in the outdoors! Scouting provides youth with an opportunity to try new things, provide service to others, build self-confidence, and reinforce ethical standards. These opportunities not only help them when they are young but also carry forward into their adult lives, improving their relationships, their work lives, their family lives, and the values by which they live.

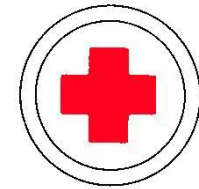
By now your son should have attended a meeting of his Troop. Please contact me if you have any questions or need more assistance. Best wishes for you and your son. I know he will have many great experiences and earn lots of badges in Scouting!

INCLUDE THE GRAPHIC BELOW IN YOUR E-MAIL:





VOLUNTEER RECAP SHEET



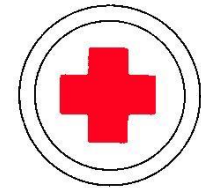
SAVE-A-SCOUT
_____ DISTRICT

CALLERS'S NAME _____

	<u>BOY SCOUTS</u>	<u>SECOND-YEAR</u> <u>WEBELOS</u>	<u>CUB SCOUTS</u>
CALLS MADE			
RESPONSES:			
YES, WILL JOIN			
MAY JOIN			
NO, DON'T WANT TO JOIN			
NO ANSWER / ANSWERING MACHINE / DISCONNECTS			



DISTRICT RECAP SHEET



SAVE-A-SCOUT
_____ DISTRICT

TOTAL NUMBER OF CALLERS _____

	<u>BOY SCOUTS</u>	<u>SECOND-YEAR WEBELOS</u>	<u>CUB SCOUTS</u>
NUMBER OF DROPPED BOYS			
CALLS MADE			
RESPONSES:			
• YES, WILL JOIN			
• MAY JOIN			
• NO, DON'T WANT TO JOIN			
• NO ANSWER / ANSWERING MACHINE / DISCONNECTS			