

Notes and Tips for a Great Friends of Scouting Presentation

1. Never say if you can't donate put a Zero. Instead say, we hope you will consider a gift, whether it is \$5 or \$500. Whatever you decide is the right gift for your family, please turn in the pledge card so we know if we should or should not follow up with you at a later date.
2. Give your introduction script to the person who will be introducing you. Give him or her a blank pledge card. Request that they present you with their pledge card during the introduction, as mentioned in the script. You DO NOT announce what they gave, simply that they did so.
3. Mention the Matching Gift letter and all they need to do is present it to their HR/Finance department at work.
4. If it is the second time they have been asked, and have already donated, they may write the Unit number down along with duplicated and the Unit # for which they already donated.

Frequently Asked Questions—The Three Most Common Misconceptions

1. "I pay dues to my unit. Doesn't that cover the council too?"

No, the council does not receive any funds from your unit dues or registration fees. These are National fees for registration, insurance, and background checks.

2. "We pay for summer camp. Why do I need to donate further?"

The fees charged for council camps are only a fraction of the total annual cost of owning and maintaining the properties and running programs. Your usage fees are subsidized by Friends of Scouting donations, so when you donate you are just paying back for benefits you already received.

3. "I give through the United Way at work and check the box specifically for Boy Scouts. That counts the same as Friends of Scouting, right?"

No, the allocation to the council from the United Way is budgeted annually and is not increased by a directed donation unless you donate to Rock River Valley United Way.

If you put your dollars toward Scouts, the corresponding amount of others' dollars is subtracted. The net benefit to the local council is the same either way.

Other Facts about Scouts:

6 Scout out of 100 will achieve the rank of Eagle Scout, the highest award that can be earned in Boy Scouting

8 will find their career choice from the merit badge program

18 will find a lifelong hobby interest

12 will have their FIRST contact with a church

1 will save his own life

1 will save another person's life

Some other scouting facts:

- 26 of the first 29 Astronauts were Scouts
- 11 of the 12 who walked on the moon were Eagle Scouts,
- 98% of those who were in scouting will graduate from high school versus 83% who were not in scouting.
- 40% of those who were in scouting will graduate from college versus only 16% of those who were not in scouting.
- 33 % of those who were in scouting will have \$50,000 plus incomes versus only 17% for those who were not in scouting.