

2019 Pack Family Sign-Up Event Plan and Script

Vision: The Sign-Up Event is to welcome new *families* ... and for new members to complete applications and pay to sign up.



- This Sign-Up Event plan can work at both (1) the school “Sign-Up Night” that your District Executive or other District Professional will schedule, and (2) as part of a Pack “Welcome Back” fun event that has new families attending.
- The **goal** of this Sign-Up Event Plan is to **capture the imagination of families about the fun and adventure of Cub Scouting**, so that they join together to help lead their children in Cub Scout activities – both parents (as leaders) and kids.
- The goal is ***not*** just to sign up new youth. ***The goal is to sign up new families!*** Cub Scouting is a family program. That shouldn't scare parents -- Scouting makes stronger connections between youth and adults, making parenting easier! And without parental involvement – leaders – there is no Scouting program.
- Every Pack is different, so **be sure to revise to reflect your Pack’s situation** and coordinate with your District Executive.
- This plan doesn’t require that your Pack have a full slate of committed Pack and Den Leaders (and backups for more dens) at the start of school, because ... not all Packs do. So while this works well with a fully staffed Pack, it also works fine for a **small Pack** (even a small one with “mixed” dens of Scouts of different ages) **or one that still needs to recruit key Leaders.**
- But a key difference that will affect how you pitch families is the extent of existing engaged Pack and Den Leadership. Packs with deep den leadership can get a fairly cursory pitch on the need for parents to step up to be leaders. But Packs with few den leaders – or not enough (if your turnout is big – will need a much stronger pitch for parents to step up.
- Suggestion for leaders: maybe wear regular clothes, not a uniform, so that parents see that “you’re just like them” and they too can be leaders. Otherwise they may think that “you khaki wearing people” lead Scouts, and we just drop our kids off!

People you’d like to have for a Sign-Up Event

- At School Sign-Up Nights, your District Executive or other District Professional will play a key lead role.
- Cubmaster and Chair (along with the District Executive, they have the key speaking roles)
- Any Den Leaders already recruited (to explain what it’s like to lead a den adventure, and answer any questions).
- Any Parent can be a “New Member Coordinator” to help and share “peer to peer” stories so new families join the Pack.
- Same with families who have “crossed over” to Scouts BSA Troops ... and some might help as “mentors” to new leaders.
- Other leaders, maybe from the Chartered Organization, or a nearby Troop, or District Volunteers, like Commissioners.

Script Outline. The script below has the following sections:

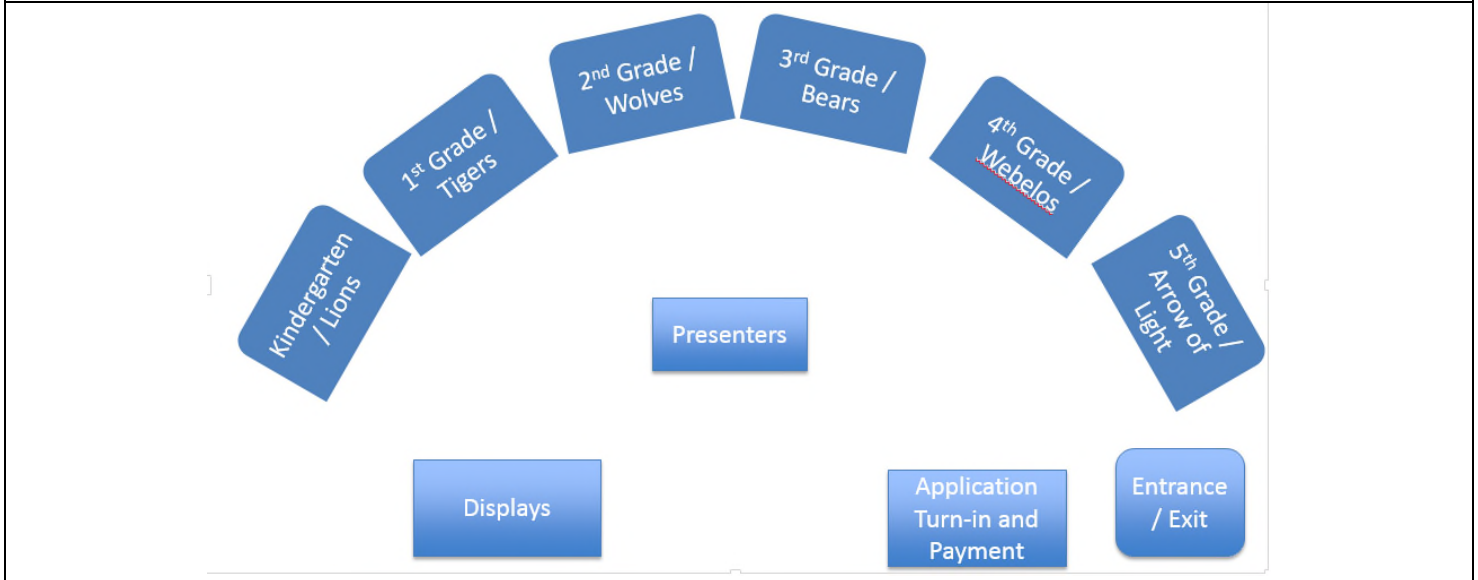
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| <ol style="list-style-type: none"> 1) Welcome and Overview of Signup Night 2) Pack Activity Calendar Highlights 3) Dens, Handbooks & Advancement 4) Den Leadership 5) Uniforms 6) Costs 7) “Close the Sale” (Collect the Applications and Fees) | <ul style="list-style-type: none"> • The script ideas here work both for (1) a group presentation to everyone (seat with signs showing “grades/ranks”) and (2) a “station to station” signup event for fast family sign ups. • If you do “station to station”, you might use the individual topics below as your “stations” – make signs for each table. • For group events, have more than just the District Executive and Cubmaster do parts – <u>sharing speaking roles helps reinforce the idea of shared leadership by parents</u> |
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Set up. Arrange the room to make the event work for you and the families -- have the following items available:

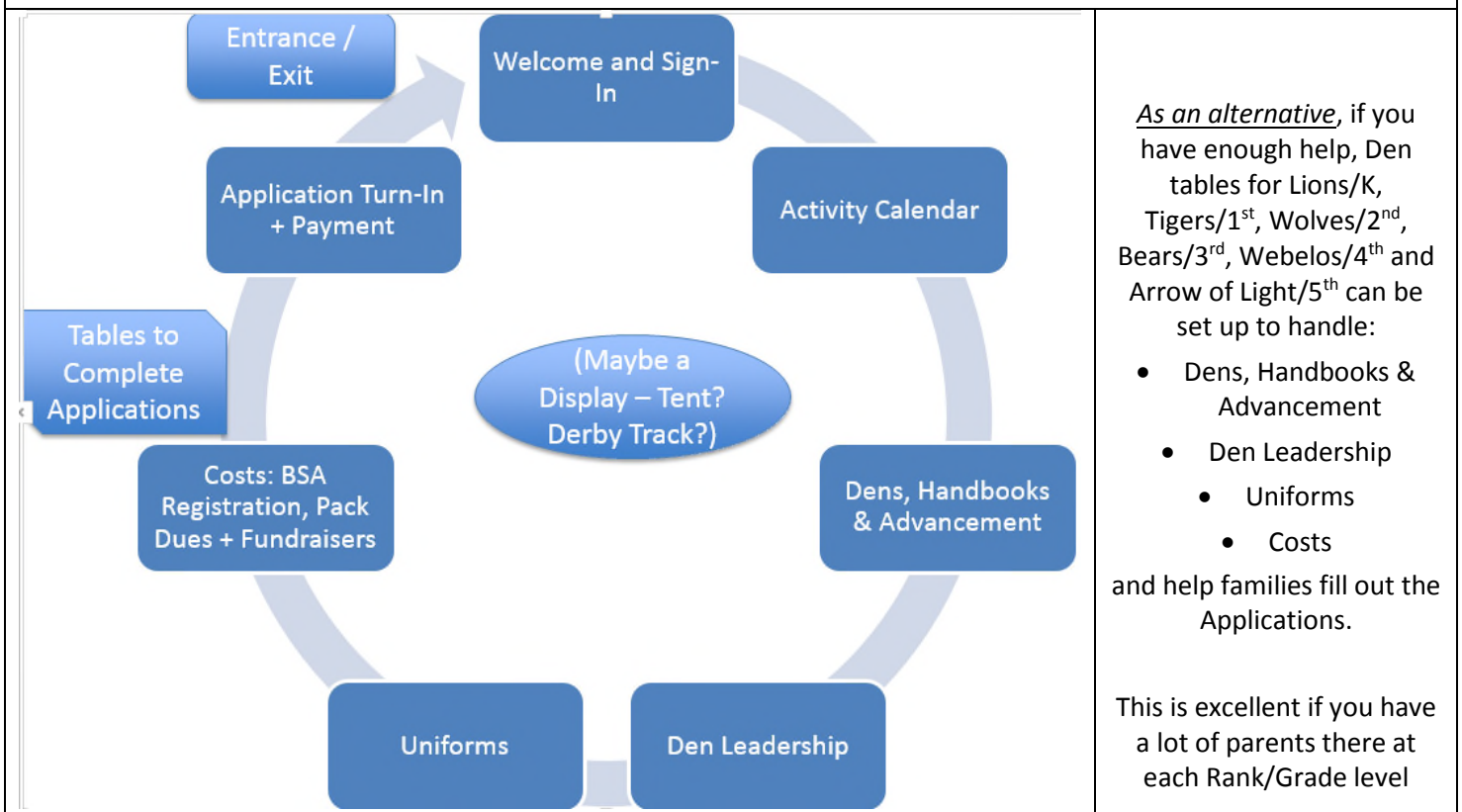
- Set up a “Welcome” table and a “Check Out” table near the entrance/exit. At “Welcome”, have a sign in sheet to collect names and grade levels of kids, and phone numbers and emails of parents. This is key to “follow up” invitations if they don’t sign up tonight. Whoever is holding the list might note “leader prospects” as you meet them.
- Hand out a calendar of Pack events (including those you “want” to do), and contact information for Pack and Den Leaders – don’t be shy about showing “open” positions, and be creative about “slicing and dicing” roles so that parents say “oh, I can do that!”. If you have one, a “This is our Pack” handout or packet with more detail about how your Pack operates.

- DEs will bring Applications, Orientation Guides, Training Flyers, “Bobcat Adventure Plans”, and a fun item for kids.
- Display Pictures of activities your Scouts have done. Projecting pictures and video showing your Scouts in action is powerful.
- Great to Do: examples of the Handbooks, adventure plans from the Den Leader Guides, mini Boys Life magazines, parent surveys if you want to use them. *A stash of handbooks that they can buy (or receive if they pay Pack Dues) is a great starter.*

Presentation Set Up: Set up groups of tables for each grade level (to let den families get to know each other). Make signs for table groups (and use “translations” like “Kindergarten = Lions!”, “Wolves = Second Grade”).



Station to Station Set Up: Have tables for the topics listed below, with signs for the “table topics”.



Welcome and Unit Information Presentations (or Stations)

- New Member Coordinators greet families, get them to “sign in”, deliver handouts, and guide to den tables or topic tables.

Topic (or Station) Presenter	Script Notes (adapt for your Pack)
<p>Welcome District Executive or Cubmaster (“CM”) (2 min.)</p>	<ul style="list-style-type: none"> • “I’m _____ and I’d like to welcome you to the Pack ____ Cub Scout Sign-Up Night. As you see, we are [____ describe what you’re doing / who is leading / how they can jump in ____]. Tonight you can: <ul style="list-style-type: none"> ○ Learn about Cub Scouting and get a calendar that shows our Pack activities for the year ○ Get to know our leaders so far and find out who else will help bring the fun ○ Sign-Up with us and fill out an application to join”
<p><i>Note: The script here is more for a “group”.</i> (2-3 min.) <i>A one on one welcome “station” at a “Signup and Applications” table would be very informal.</i> <i>Be sure to capture “applications and payments” when people depart!</i></p>	<ul style="list-style-type: none"> • First, let me recognize some of our parent leaders and helpers here tonight: _____. All of them are happy to talk with you and answer your questions about Cub Scouts. • Cub Scouting is really pretty simple: <i>If it’s fun for kids, fun for families, and safe – then it’s Cub Scouting.</i> Scouting is called a “Game with a Purpose” ... in Cub Scouting, our game is to have fun with families while raising our kids ... so we’re here for the whole family as we raise our kids. • When we do Scouting, we teach the lessons of the Scout Law: Trustworthy, Loyal, Helpful, Friendly, Courteous, Kind, Obedient, Cheerful, Thrifty, Brave, Clean and Reverent. • [OPTIONAL: “How many parents here tonight are Eagle Scouts? How many were Cubs or Boy Scouts as kids? Girl Scouts? Fantastic! You know your kids are in for a great adventure.” <i>(Take notice of who was a Scout – these may be targets to recruit to be leaders!)</i> end Option] • You’re here tonight, and we want to be sure we’ve got your contact information to stay in touch with you, and we hope that you will join up with us tonight with applications and payment. • We also have a special fun item for kids who join tonight <i>[add details about ____ (slime?)__]</i>
<p>[OPTIONAL for Groups (if you like this bit) Noise and Scout Sign District Executive, Cubmaster, or another Leader (2 min.)</p>	<ul style="list-style-type: none"> • “Let’s see what kind of a group we have here tonight ... let’s see if this Pack can ‘make some noise’. In Scouting, when we gather, we do lots of cheers, so we’re going to start you out with the best one: The Neckerchief Cheer. Here’s how it goes: I’ve got this Scout Neckerchief, and I’m going to throw it into the air. Now, when I do, I want <u>everyone</u> to cheer and yell and clap as loud as you can – but you have to stop if it hits the floor or I catch it. Let’s try!” • “Great job! But now, let’s get quiet. We use the Cub Scout sign to get your attention. • The 2 fingers represent the ears of a wolf. Like a wolf, the pack gets still and silent in order to hear. And when our Pack leaders need the packs attention, they hold up the Cub Scout sign, just like the alert ears of the wolf, and the Pack should be still and silent in order to hear the leader. Let’s practice. Make some noise!” (Let the room get noisy, then hold up the sign until all is quiet. Try it again for fun!)
<p>Pack Activity Calendar Cubmaster or District Executive or other Leader (2-3 min.) <i>Stations Note: this info could be shared at a “Pack Activities” table</i></p>	<ul style="list-style-type: none"> • “To let you know what fun we can have with these kids and families and others who will be joining us, we’ve got some handouts with our calendar of fun events that we hope to do with you guys. Please make sure you hang onto this, and feel free to call me or any other leaders if you think of questions afterward. • You’ll see that our fun events and weekend activities are for the whole family ... not just the kids, but parents, brothers, sisters, aunts/uncles/grandparents ... <i>(briefly pump up a few key fun activities for the year: like camping trips, pinewood derby, summer camp).</i> • Now, these are just what’s planned so far – you guys will also have great ideas of more fun things we can all do together, because if there is something you like to do or want to do, let’s try to do it.
<p>Dens, Handbooks & Advancement District Executive, Cubmaster, or another Leader (2-3 min.) <i>Stations Note: this info could be shared at a “Handbooks and Advancement” table</i></p>	<ul style="list-style-type: none"> • “Let’s cover the basics about how our Pack can be organized. We have activities and advancement that are age-appropriate, things that your child will do with others from the same grade, in groups we call Dens. • In Cub Scouting, kindergarteners and their adult partners form a Lion den, 1st graders and their adult partners form a Tiger den, 2nd graders are Wolves, 3rd Graders are Bears and 4th and 5th graders are Webelos (standing for We’ll Be Loyal Scouts) – and those 5th Graders in an “Arrow of Light” den will aim to join a Scouts BSA Troop of older Scouts between January and May next year. • “The fun of Cub Scouts is that Scouts are encouraged to try lots of different things, and they earn recognition for completing adventures about those things. Science, hiking, camping, family life, government, sports, you name it ... Cub Scouting has a badge for it at some level. • Each Den level has a handbook of adventures <i>[show the handbooks ____]</i>.

Topic (or Station) Presenter	Script Notes (adapt for your Pack)
	<ul style="list-style-type: none"> ○ [Option One (buy on your own): You can get these from our Scout Shop at 1800 Circle 75 Parkway near I-75 and I-285 (others are in Griffin and Lawrenceville), or at ScoutShop.org.] ○ [Option Two (Pack buys from dues): We want to be sure every Cub Scout starts with a handbook, so for everyone who registers and pays their share of Pack dues tonight, we'll bring your handbooks to the next event [OR (if in stock): you can take one home tonight.]
Timeline Presentation District Executive <i>or Leader</i> (2-3 min.)	<p>[OPTIONAL: ... Do an inspirational message about how now is the time to invest in the kids ...</p> <ul style="list-style-type: none"> ● See the Yardstick Time Line Script at Organizing + Recruiting Leaders
Den Leadership District Executive, Cubmaster, <i>or another Leader or Advancement Chair</i> (2-3 min.) <i>Stations Note: this info could be shared at a "Den Leadership" table or tables for each Den Level with a leader or mentor</i>	<ul style="list-style-type: none"> ● Now, when Cub Scouts do handbook adventures in their Dens, each Den needs volunteer leaders and assistants from among the parents. Cub Scouting is a family program ... it needs parent participation. When you participate, you'll have as much fun as they do, if not more. It's great to know your child's friends and family ... we're all in this together as we raise children into adults. ● You can share what you know and do ... <u>Do you help coach a sport?</u> Or Play one or used to play? <i>You would be a great helper when it's time to learn and play a sport!</i> ... <u>Do you cook</u> at home, or tailgate? <i>You can help these Scouts learn that too.</i> ... <u>Have you taken care of cuts and scrapes?</u> <i>Teach these Scouts, so that they can help take care of themselves as they grow up.</i> What are <u>your Hobbies</u>, what's <u>your Job</u>, what's <u>your dream job</u>, <u>what did you used to do?</u> Can you sing, tell jokes, tell stories? <u>You can share all of that with your child and the other Cub Scouts.</u> ● Because <u>Scouting isn't "me" leading "your" Scouts ... it's "we" leading "our" Scouts.</u> In our Pack, we follow an "Every Parent Helps" policy ... each Parent helps out in some way, as we can. We'll each share the fun and rewards of leading activities – so I'm not the only leader, each parent and guardian is a leader too in the ways you can help. <ul style="list-style-type: none"> ○ [OPTION (if you have them): "We are lucky to have some Den Leaders already for some of our dens. Let me introduce them: _____. They'll need helpers and assistants, plus we still need some den leaders in some of our other levels. " ○ As we get together for our fun events like _____ on _____, and when we go to _____ on _____, we'll be discussing how to form Dens at each grade level to get the full Cub Scout Adventure experience. ○ Now, if you're worried about being a leader, know this: I've never heard a parent say, "I wish I hadn't gotten involved in Cub Scouting with my child." But I've heard many say, "I wish I would have spent more time with my kids when they were young." Which kind of parent are you? ○ In the meantime, to see how Den Adventures can be done, each family will receive a "Bobcat Adventure Plan", and we ask families at each table to plan who will do which parts next time we meet – each of you can take part of that Adventure. " ● Dens need to be the right size to work for kids and leaders ... ideally 6 to 8 kids (not more than 10). Too few, and it's not enough fun – too many, and it's too much for leaders. So once a grade level goes over 10 kids, we likely need to split into two dens – but don't worry, you can still plan the same activities, do joint openings and closings, and play games together and do joint field trips. ● Girls can join our Pack too [OPTION (if a different Pack): Girls can join Cub Scouts too, and Pack ___ is here too – they will have dens of girls end OPTION]. Ideally, we'll have strong signups from boys and girls ... hopefully enough for good strong dens of 6 to 8 Scouts each at each rank level. So you know, dens of boys and dens of girls can do separate activities or they can do joint activities: it's up to the den families and leaders. <p>[OPTION (if you will have "Den Break-Out Discussions" at den level tables See the Den Formation Discussions Script at Organizing + Recruiting Leaders, and do the discussion, in a large group or den level groups, depending on your situation. (You will probably have this chat at a post-signup night parent meeting or event)]</p>

Topic (or Station) Presenter	Script Notes (adapt for your Pack)
<p>Uniforms District Executive, Cubmaster, or another Leader (2-3 min.) <i>Stations Note: this info could be shared at a "Uniforms" table</i></p>	<ul style="list-style-type: none"> • "Let's talk about uniforms. Kindergarten Lions can wear a T Shirt. First through 3rd Grade Scouts wear the Blue Cub Scout Shirt, and move into the Tan or khaki one in the 4th and 5th Grade. Buy them with room to grow – you can shop for them at the Scout Shop at 1800 Circle 75 Parkway in Northwest Atlanta (near I-75 and I-285) (others are in Griffin and Lawrenceville). The uniform helps your child wear the badges they earn and feel like a part of the Pack. You can also get neckerchief for your rank level. It isn't necessary to get one before our next event, but kids would want to have them soon. If you need help with a uniform, let us know." • [NOTE: Feel free to explain any local Pack practice, like if you have an "above the waist" uniform practice to "keep it simple" and thrifty, or similar policies that make Scouting more affordable. Share any Pack or District details about "uniform banks" as well.]
<p>Costs District Executive or Treasurer (or Committee Chair or another leader) (2-3 min.) <i>Stations Note: this info could be shared at a "Pack Dues" table</i></p>	<p><i>Here is a sample presentation on how to present the cost ... with common options:</i></p> <ul style="list-style-type: none"> • "In our Pack, we have Pack dues, which covers the cost to operate the Pack: awards and recognition, pinewood derby cars, rain gutter regatta, Blue and Gold Banquet, etc. Pack dues are currently \$__50 / 75 / 100 / 125 __ per year, part of which goes to pay the BSA annual fee of \$33 per calendar year to be a registered Scout – so if you sign up for the first time tonight, you'll pay for the rest of <u>this</u> calendar year, but we'll collect for 2020 in a month or so. The \$33 annual fee also funds insurance to supplement your insurance in case of injury at a Scouting event. • To get you signed up tonight <ul style="list-style-type: none"> ○ [Option One: School Sign-Up Night: To get you signed up tonight all we need to collect is \$11. This covers just your BSA registration fee for the remainder of <u>this</u> calendar year, September through December. We'll collect for 2020 later, and collect other costs during the year.] ○ [Option Two (not Sign-Up Night): What we want to collect today is \$__50 / 75 / 100 / 125 __ in Pack Dues, but if you cannot cover the full cost now, the remaining fees can be paid between now and _____. This covers BSA registration fee for the remainder of this year and for 2020, plus some key items that the Pack will provide early, like ___ (<i>pick what you pay for</i>) your child's Handbook, Boys Life Magazine, Adventure Loops and Pins and Rank Badges your child can earn, a Pinewood Derby Car, some thrifty event supplies, adult leader registration fees, Pack T Shirt, Blue & Gold Award Banquet costs, and other necessary items ____.] • To help with these costs, there are opportunities for Scouts to participate in fund raisers like popcorn sales this fall or camp card sales in the spring to cover some or all of these fees. [NOTE: Explain how <u>your</u> Pack applies the revenues collected from fundraisers ...] There are also ways to access "ScoutReach" funds to help pay a portion of costs, if that is a barrier to joining. • A great option is subscribing to <i>Boys Life Magazine</i>. It is \$1.00 per issue, is geared towards youth, emphasizing activities, the outdoors, sports, plus lots of humor that only kids understand. It's a great way to get youth in the habit of reading for fun, because this is their magazine, not yours.
<p>Close the Sale! District Executive or Committee Chair (or Cubmaster) (2-3 min.) <i>Stations Note: this info could be shared at a "Signup and Applications" table</i></p>	<ul style="list-style-type: none"> • "We are ready for YOU to join US on a Cub Scouting adventure. All you have to do is turn in your registration – your completed and signed Youth Application and payment. • <i>[Explain how to complete the application, and where to turn it in.]</i> [OPTION: "we have helpers guide you through online signup at www.BeAScout.org if that is easier for you."] • We also have Adult Applications for those of you who know you need to lead – and you do need to lead – we all need to lead, whether as Den Leaders or Assistants or Co-Leaders or helpers on the Pack Committee. You'll need to take Youth Protection Training, which is very valuable. • Some of you are clearly ready to join and you can pay your registration and Pack dues tonight so you don't have to worry about it. If you are uncertain, please attend some Pack and Den adventures and see for yourself what a great program Cub Scouting is." • "We look forward to seeing you when we go to _____ on _____, and when we go to _____ in September and to _____ in October!" • "I will be here along with our Den leaders for a few minutes if you have any questions. Thanks and welcome to the Pack!"