

Successful Tips to Increase Your Chances of 100% Participation For Unit Presenters

- **Schedule the presentation early.** Attendance to meetings tends to drop after March due to spring sports. By having your presentation in January, February, or March, you increase the chance of parental attendance, thus decreasing the amount of follow-up that needs to take place.
- **Use the resources of a Unit Presenter.** Each district has trained people willing to help with your presentation. The scripted program explains to parents exactly how their donation is used. It also helps them understand the relationship between a council, a district, and a unit. By utilizing this resource, it means less work for you and more informed families in your unit.
- **Use Resource Letters.** Our council has developed resource letters to be used to communicate with your parents about Friends of Scouting. [There are sample letters on the council website](#); you can customize them to meet your needs. Use the warm-up letter and mail or email to your parents to tell them about your upcoming FOS presentation and prepare them for the presentation. There is also a follow-up letter for those families that could not attend the presentation. Finally, there is a thank you letter so you can thank your families for participating.
- **Follow up with those not attending in a timely manner.** The longer you wait, the harder it becomes. We ask that you finish the task within four weeks of the presentation. If you have some left, your district presentation team will help with the process. **Enclosed is a letter** for your unit to sign that we will send out on your behalf to those that were absent to complement your calls to those not having turned in a card. Make sure these cards are turned in and the letter signed.
- **Turn in all pledges and payments right away.** You can hand over the cards turned in that evening to the district presenter who will hand you a report form letting you know who gave. The importance of timely turn-in is to honor the donor's intent. **We need this information promptly to be considerate of families making a donation and requesting immediate billing.**
- **Online donation portal.** Donors can also give on our online donation portal which can be found here: <https://givebutter.com/friendsofscouting>. Some employers match donations that employees give. That website can be found here: <https://www.capitolareascouting.org/about/ways-to-give/matching-gifts/>
- **Key Information**
 - *100% is more than just turning in all the cards signed.* The intent is to give every parent a chance to hear the message. It is up to the family to decide how much or if they wish to give. If we do not give them the information needed to make that decision, we have not done our best.
 - *Matching Gifts.* This is a chance to double the impact of a gift; please make sure you make reference to the matching gift information on the back of the card.

Your District Family Friends of Scouting Chairman and Presentation Team are willing to help you through the entire process. We are always looking for a few more people to help cover all the presentations. Be sure to use this resource. They will have the presentation kit or video, recognition items, and patches, extra brochures and pledge cards.