

## JOIN SCOUT NIGHT INFORMATION

**Your District needs this information to support your unit recruiting efforts!**

Please fill out as completely as possible.

Pack Number: \_\_\_\_\_

(Skip to "Girl Dens" if primary Join Night flyer was fully completed online prior to kickoff)

Date of Join Scouting Night: **9/6/18** \_\_\_\_\_

Day of the week: **Thursday** \_\_\_\_\_

Time of the JSN: **7pm** \_\_\_\_\_

Location of JSN: \_\_\_\_\_

Room location (i.e. gym, cafeteria, etc.): \_\_\_\_\_

Contact Name: \_\_\_\_\_

Contact Phone with area code: \_\_\_\_\_

Contact Email: \_\_\_\_\_

Date of Scheduled School Talk: \_\_\_\_\_

School Open House Night: \_\_\_\_\_ (Unit must attend)

(Girl dens?)    Yes ☐    No ☐

### Follow Up Join Nights:

(Best Practice Tip: Use time 30 minutes prior to your September and October Pack meetings or events.)

2<sup>nd</sup> Join Night (if not using Pack meeting/event)

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

September Pack Meeting:

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

October Pack Meeting:

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

Flyers will list cost of Scouting as "\$2.75 per month" giving units flexibility to charge pro-rated amount for 2018 OR charge pro-rated 2018 amount PLUS 2019 registration (recharter).

**Reminder...your flyers are provided to you at no cost** thanks to the generous donors in the Friends of Scouting Campaign. Please contact your District Professional to request your flyers today!

## 2018 Membership Team

### **Arrowwood District:** Hancock & Seneca Counties

District Executive: Alice Lalone, 567-208-5286 [colin.earl@scouting.org](mailto:colin.earl@scouting.org)

Volunteer: Vacant

### **Chinquapin District:** Defiance, Williams, Fulton, Henry, Paulding Counties

Senior District Executive: Erika Dutcher, 567-266-4962, [erika.dutcher@scouting.org](mailto:erika.dutcher@scouting.org)

Volunteer: Amber Brown, 419-439-3537 [arbrownpac@gmail.com](mailto:arbrownpac@gmail.com)

Volunteer: Jason Vasko, 419-388-8950 [thatcampingguybsac@gmail.com](mailto:thatcampingguybsac@gmail.com)

Volunteer: Andrew Duncan, 270-804-5251 [andrewrossduncan@yahoo.com](mailto:andrewrossduncan@yahoo.com)

Volunteer: Judy Friesner, 419-822-5098 [jfriesner@windstream.net](mailto:jfriesner@windstream.net)

### **Great Oaks District:** Allen, Putnam, and Hardin Counties

District Executive: Sydni Winkler, 567-208-5903, [sydni.winkler@scouting.org](mailto:sydni.winkler@scouting.org)

Volunteer: Brian Fowler 567-376-0267, [ottawacubscouts224@gmail.com](mailto:ottawacubscouts224@gmail.com)

### **Old Sycamore District:** Auglaize, Van Wert, Mercer Counties

District Executive: Brian Botti, 567-259-6201, [brian.botti@scouting.org](mailto:brian.botti@scouting.org)

Volunteer: Pam Ganser, 419-733-3352, [pamlee624@gmail.com](mailto:pamlee624@gmail.com)

### **Black Swamp Area Council:** All 13 counties

Membership Chairperson: Cheryl Parsons, [cheryl@bbbwco.org](mailto:cheryl@bbbwco.org), 419-302-2226



**Fall Membership and Program Plan**  
Black Swamp Area Council




**Fall Membership and Program Plan**


**Goals**

- SIMPLIFY, provide CONSISTENCY, and develop EXCITEMENT in HEALTHY UNITS to drive RETENTION
- Get MORE Families in the greatest youth program there is SCOUTING!
- Optimize and maximize our marketing efforts




**SCOUT ME IN**  **SCOUT ME IN** 

Online registration and Unit Pin Management:  
Make sure your Be A Scout PIN is updated. Committee Chairs, Charter Organization Representatives, and Cubmaster/Scoutmaster can approve youth online applications at <http://my.scouting.org>. Here are a couple resources to coach you along: [Unit Pin Management](#) [Unit Pin Management \(Family Scouting including girls\)](#) \*Charter Organization Rep. is the only member with access to edit Family Scouting status for the unit to accept girls\*



**Why accept online applications**

- Units can direct families attending to [beascout.org](http://beascout.org) and parents can register online and pay with credit card on their smartphone
- Families can register for your unit anytime
- Easy to use, no more paper forms, better serves today's families and millennials, reduces data entry errors and penmanship, NO MORE MISSING SIGNATURES



**Fall Membership and Program Plan**

- All Northwest Ohio participating in September 6 (Black Swamp Area Council & Erie Shores Council)
- Most school districts begin their year in mid August. Create for the parents an easy way for the family to join Scouting.
- Create exciting events for new scouts to participate within 60 days of joining.



**Fall Membership and Program Plan**

**Campaign Theme:**

**ROCKET INTO SCOUTING**

Flyers will list registration as "\$2.75 per month" giving units flexibility to charge prorated 2018 amount or add in 2019 amount. Online registration [Beascout.org](http://Beascout.org) only charges prorated 2018 fee.

August 2018						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
30	31	1	2	3	4	
August 16 Yard Sign Blitz Day: Put yard signs at public places – library, restaurants, fire stations etc. Items for distribution include: Recruiting flyers, stickers, yard signs, other promotional materials. "Meet the teacher nights" – school open houses, radio, and other media marketing						
5	6	7	8	9	10	11
				Membership Kickoff AW CH GO		
12	13	14	15	16	17	18
Flyers distributed, open house nights, school talks, social media push						
		Membership Kickoff OS		Yard Sign Blitz Day		
19	20	21	22	23	24	25
Flyers distributed, open house nights, school talks, social media push						
26	27	28	29	30	31	
Flyers distributed, open house nights, school talks, social media push						
NOTES						

September 2018						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
24	25	26	27	28	29	30
Flyers distributed, open house nights, school talks, social media push						
2	3	4	5	6	7	8
Flyers distributed, open house nights, school talk, social media push				Sign Up Night for all Packs		
9	10	11	12	13	14	15
Parent Orientation scheduled by the unit						First day to sell Popcorn
16	17	18	19	20	21	22
Popcorn sale distribution						
23	24	25	26	27	28	29
Second chance signup nights						
30	1					
NOTES						

October 2018						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
30	1	2	3	4	5	6
Second chance signup nights						
7	8	9	10	11	12	13
Second chance signup nights						
14	15	16	17	18	19	20
Second chance signup nights						Family Fun Day- Lakota
21	22	23	24	25	26	27
28	29	30	31	1	2	3
NOTES						
October 20 Family Fun Day at Camp Lakota. New Scouts recruited should bring finished rocket and receive their engine to launch						


## What units can do to recruit by month

### August

- Put yard signs at public places, library, restaurants, fire stations etc.
- Distribute recruiting flyers, stickers, yard signs
- Have presence at school open house, school talks, promote through social media, email, as

### September

- Distribute recruiting flyers, stickers, yard signs
- Have presence at school open house, school talks, promote through social media, email, parades, county fairs, word of mouth
- September 22 & October 20 new youth attend Family Fun Days to launch their rocket



**Paid and completed application September 6**

Receive

- Rocket
- September 22 & October 20 Family Fun Days
- Pack 2018-2019 calendar and district events
- Next week's parent orientation date
- Mini Boys Life Magazine



Going through the leaders guide



## JOIN SCOUTING NIGHT CHECKLIST FOR UNIT LEADERS

### Before Join Night (30 days out):

- ☐ Did you order your flyers?
- ☐ Is your BeAScout pin active and updated?
- ☐ If your Pack has Girl Dens, has your Charter Organization Representative updated your Family Scout status in [my.scouting.org](https://my.scouting.org)?
- ☐ Did you attend the school open house?
- ☐ Did you secure join scout night location?
- ☐ Did you schedule a school talk?
- ☐ Did you send flyers home from school prior to your school talk?
- ☐ Do you have a meeting calendar and Pack information sheet?
- ☐ Are you promoting your Join Scouting Night on Facebook and other Social Media?
- ☐ Have you arranged for enough leaders to attend Join Night?
- ☐ Do you have a fun activity that new Scouts can do while parents are registering?
- ☐ Has your unit committee decided to charge only pro-rated 2018 registration or to add \$33 for 2019 registration?
  - Example: Sep to Dec 2018 = \$11, but \$44 to covers 2018 plus 2019 recharter fee.
  - If paying with online registration, BeAScout system will only charge pro-rated 2018 fee.
  - Online registration does not require payment. Unit can still collect fees directly.

### Before you leave home:

- ☐ Are all leaders wearing uniforms?
- ☐ Do you know how to direct parents to fill out online applications on their smartphone?
- ☐ Do you have extra youth and adult applications and pens?
- ☐ Did you pack display boards (pictures from camp, etc.)?
- ☐ Did you make copies of your meeting schedule (Pack calendar) and pack information sheet?
- ☐ Are you prepared to handle debit/credit card payments?
- ☐ Is your treasurer available with Pack checkbook? parent's checks should be made out to your unit. Unit writes one check to Black Swamp Area Council to turn in with any paper applications.)
- ☐ Do you know where your District rally point is located? (Where to turn in apps/payments)

### When you arrive at the school (At least 30 minutes prior to Join Scouting Night):

- ☐ Did you set up registration table(s) and display table(s)?
- ☐ Do you have a designated greeter AT THE DOOR?

### During the Join Scouting Night Event:

- ☐ Is your designated greeter welcoming guests as they arrive?
- ☐ Did you register all new youth?
- ☐ Did you assist families with completing youth applications online or on paper?
- ☐ Did you provide the Top 3 Must-Know items for parents?
  - 1. When and where is my next meeting?
  - 2. Where do I get handbook/uniform
  - 3. Who is my leader?
- ☐ For paper applications, did you make sure parent listed birth dates and SIGNED?
- ☐ Do all adult applications have signed background check form? (Last page of adult app)
- ☐ Did you give a rocket for each completed & paid application?
- ☐ Did you inform parents that rocket engines will be provided at Family Fun Day (launch event)?

**When Join Scouting Night Wraps Up:**

- ☐ Did you practice "A Scout is Clean" for your Join Night location?
- ☐ Did you go online to [my.scouting.org](http://my.scouting.org) to approve all youth application? (Any Key 3 Leader)
- ☐ Did you sign all paper youth applications? (Cubmaster or designee)
- ☐ Did your Chartered Organization Representative review and sign all adult applications?
- ☐ Did your treasurer write one check to Black Swamp Area Council to pay pro-rated 2018 fees for all youth and adults turned in?
- ☐ Did you take all paper applications with payments to your District Rally Point?
- ☐ Did you review youth applications to gain prospects for adult leaders?

**Within 24-48 Hours After Join Scouting Night:**

- ☐ Did you send a welcome email to all new families reminding them of the meeting schedule and leader contacts?
- ☐ Did you send a welcome email to all new all new adult leaders directing them to [my.scouting.org](http://my.scouting.org) to take Youth Protection Training immediately and being working on Program Leader Training and Hazardous Weather Training?
- ☐ Did you follow up with all unregistered families and all families who expressed any interest in Scouting?

**Parent Orientation Meeting (A separate meeting 1-2 weeks after JSN):**

- ☐ Did you orient new families?
- ☐ Did you recruit additional leaders and parent helpers?
- ☐ Did you avoid using too much jargon (Scouting terms) and explain Scouting terms when you did use them?
- ☐ Did the Pack Trainer (or designee) show how to take Youth Protection Training, Program Leader Specific Training, and Hazardous Weather training online at [my.scouting.org](http://my.scouting.org)?

# HOW CAN I HELP?

**Please fill out this page and turn it in to your Pack tonight!**

The following functions need to be filled for the Pack to have a successful year.  
**Would you please indicate your first three choices of service for this coming year?** Some jobs are short-term, and others are for the entire year.

*Each parent needs to be willing to assist for a successful group!*

_____ Den Leader (by grade level) (2-3 meetings/activities per month)	_____ Community Service Activities
_____ Assistant Den Leader	_____ Banquet Planner (Blue & Gold)
_____ Cubmaster/Assistant (1 monthly meeting & campout leader)	_____ Day Camp Helper
_____ Parents Committee	_____ Resident Camp Helper
_____ Song Leader	_____ Holiday Party Planner
_____ Secretary	_____ Treasurer
_____ Fund-Raising Committee	_____ Special Events Committee
_____ Awards & Patches Committee	_____ Communication Committee
_____ Pinewood Derby Planning	_____ Other (specify): _____

Hobbies \_\_\_\_\_

Sports interests \_\_\_\_\_

Job \_\_\_\_\_ Work Shift \_\_\_\_\_

I have a: Truck \_\_\_\_\_ Van \_\_\_\_\_ Trailer \_\_\_\_\_ S.U.V. \_\_\_\_\_

I have a workshop \_\_\_\_\_

Parent's Name \_\_\_\_\_

Scout's Name \_\_\_\_\_ Grade \_\_\_\_\_

Telephone Number \_\_\_\_\_

Email Address \_\_\_\_\_

**PLEASE FILL OUT THIS PAGE AND TURN IT IN TO YOUR PACK TONIGHT!**

# PARENT ORIENTATION MEETING AGENDA

(Sample Agenda)

Objectives of the Meeting: Get to know new families, provide BSA information to parents, explain how Scouting works, explore Volunteer opportunities, identify program resources and training for volunteers

When to Conduct: Approximately one week after Join Scout Night

Facilitated by: Cubmaster, Committee Chair and Den Leaders

**Best Practice Tip:** *Try to avoid jargon (Scouting words and acronyms). When Scouting terms are used, define and explain the term to help new families understand. Your new Lion or Tiger parent doesn't even know what a "Lion" or "Tiger is," or what "Den" or "Pack" means.*

- I. Welcome and Introductions
  - a. Introduce Pack and Den Leaders
  - b. Have families introduce themselves
- II. How Cub Scouting Works
  - a. All volunteer-led
  - b. Family program (*Just like their family at home, everyone chips in to make it work.*)
  - c. Explain the concept of Dens and Packs and meetings for each
  - d. **Family Packs Only:** Emphasize that boy and girl Den meetings must be separate
  - e. Key Pack events this year (Pinewood, Blue & Gold, service projects, etc.)
  - f. Camping Opportunities
- III. Volunteer Opportunities
  - a. Brief Job Descriptions, open positions in the Pack and "How Can I Help" form
  - b. No prior experience needed – all training provided
  - c. Help parents pick a position based on their skill set and availability
  - d. Fill the positions and complete adult registrations
- IV. Training
  - a. Be sure each new leader knows how to register at [my.scouting.org](http://my.scouting.org) for training online
    - i. Youth Protection (set clear expectation of course time – about 1.5 hours)
    - ii. Program Specific for Cub Scouts
    - iii. Be sure to explain Program Specific training is designed to be completed over a period of 30 to 60 days and must be completed within six months.
    - iv. Weather Hazard Training
  - b. Explain what Roundtable is and encourage attendance
- V. New Volunteer Coaching and Mentoring
  - a. Match each new volunteer with an existing volunteer (mentor)
  - b. Mentor will help new volunteer access and take training; access guidebooks; become oriented to their specific role in the Pack and will be a friend as the new volunteer learns their new job
- VI. Open Question and Answer Time
- VII. Closing
  - a. Thank parents for coming and new volunteers for stepping up
  - b. Inspirational Cubmaster Minute



**Black Swamp Area Council  
Training Events**

<b>Date</b>	<b>Times</b>	<b>Training</b>	<b>Location</b>	<b>Sponsor/Contact</b>
March 17, 2018	8:30AM-4:30PM	University of Scouting	Kalida High School, 301 N. 3rd St, Kalida, Ohio 45853	BSAC / Tracy McDaniels / (419) 966-0614 / moonstartk@gmail.com
May 11, 2018	6:00PM-10:00PM	Leader Specific (Scoutmaster / Assistant Scoutmaster)	Camp Lakota, 2180 Ginter Rd., Defiance, Ohio 43512	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
May 11-13, 2018	8:00AM Saturday to 6:00PM Sunday	Introduction to Outdoor Leader Skills (IOLS)	Camp Lakota, 2180 Ginter Rd., Defiance, Ohio 43512	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
June 3-8, 2018	TBA	National Youth Leadership Training (NYLT)	Camp Berry, 11716 CR 40, Findlay, Ohio 45840	BSAC / Dave Hirschfeld / (419) 305-7948 / bsacnylt@gmail.com
August 3-4, 2018	6:00PM Friday to 8:00PM Saturday	BALOO	Camp Lakota, 2180 Ginter Rd., Defiance, Ohio 43512	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
September 14-16, 2018	8:00 AM Friday to 6:00 PM	Wood Badge (First Weekend)	Camp Berry, 11716 CR 40, Findlay, Ohio 45840	ESC / Eric Crimmins / (419) 806-5894 / ejcrimmins@yahoo.com
September 29, 2018	8:00AM-1:00PM	Council-Wide Leader Specific Training Day	1st Presbyterian Church, 2330 S. Main Street, Findlay, Ohio 45853	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
October 5, 2018	6:00PM-10:00PM	Leader Specific (Scoutmaster / Assistant Scoutmaster)	Camp Berry, 11716 CR 40, Findlay, Ohio 45840	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
October 6-7, 2018	8:00AM Saturday to 6:00PM Sunday	Introduction to Outdoor Leader Skills (IOLS)	Camp Berry, 11716 CR 40, Findlay, Ohio 45840	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
October 13-15, 2018	8:00 AM Saturday to 6:00 PM Monday	Wood Badge (Second Weekend)	Camp Frontier / 07-371 County Rd 5, Pioneer, OH 43554	ESC / Eric Crimmins / (419) 806-5894 / ejcrimmins@yahoo.com
November 3, 2018	8:00AM-1:00PM	Council-Wide Leader Specific Training Day	St. John Lutheran Church, 655 Wayne Ave., Defiance, Ohio 43512	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com
December 1, 2018	8:30AM-4:30PM	Fundamentals of Training	Camp Berry, 11716 CR 40, Findlay, Ohio 45840	BSAC / Tammy Speer / (419)615-0459 / bsactraining@gmail.com