

# General Presentation

## **School Night Coordinator Agenda and Script**

Arrival and setup (one hour before). Everyone signs in

- I. Opening Ceremony—time listed on flier
  - A. Briefly state the purpose of the meeting, tell about Scouting’s opportunities in the neighborhood, and inform how everyone may participate.
  - B. Explain how Scouting “does business.”
    1. Creates a working relationship with an institution such as the PTA, church, civic group, or group of citizens.
    2. Provides program, literature and other materials, training for leadership (volunteers and professionals), and a major activity schedule including a provision of camping facilities.
      - a. Supported by \_\_\_\_\_ Council, which serves over \_\_\_\_\_ youth.
  - C. Introduce unit leaders. The unit leader takes two minutes to tell about his or her unit, including chartered organization, size of unit, day, time, and place of pack meeting and handout flier. (The school coordinator walks around the room, identifying potential den leaders, assistant den leaders, or committee members from the den. Shows flier, council parent guide, Program Helps, and handbooks.)
- II. General Presentation
  - A. Parent Participation—“Every adult plays a role in the success of our pack.”
    1. Great emphasis should be placed on giving each parent the opportunity to join Scouting with his or her son.
    2. Families with sons of Scouting age are the major resource of Scouting’s leadership.
      - a. Program leadership is totally volunteer.
      - b. More than \_\_\_\_\_ individuals volunteer here in the \_\_\_\_\_ Council!
    3. Full support and cooperation of every family is essential to a successful Scouting program for boys.
    4. Scouting is a family program. BSA does not stand for “Baby Sitters of America.”
  - B. Review Parent Concerns
    1. “There are two questions I would like to ask you, parents ...  
“Do you realize that your son has spent almost half of his life at home already?” (Expand.)  
“Next, do you know what influences our youth today in how they think, and what they do?”
    2. “Well, when you and I were growing up, the biggest influence on our lives were: family, school, our religious institution, peers, and/or TV.”
    3. “But for today’s youth, these influences have changed, and not necessarily for the better. They are: peers, family, TV, school, or religious institution.”
    4. “Since ‘peers’ have such a big influence on our kids, a program like Scouting is more important than ever. We must expose our sons to peer groups with the proper ideals and positive objectives.” (Expand.)
    5. “Yes, we all want our sons to grow into good citizens with good character and a respect for themselves and others. Scouting will certainly help.”



6. “Now, for your son to join Cub Scouting, he must join a pack.”
  - a. Demonstrate how a Pack is organized.
  - b. Show the prepared organizational chart. (Explain.)
7. “Now where do these leaders we’ve talked about come from?”
  - a. Get the audience to tell you that (yes, the parents).
  - b. **Parents** run the pack.
8. “Yes, for your son to be involved in Cub Scouts you, the parents, must be involved. By your presence here, you have already shown that you want to be involved in his life.”
9. “Now, I know all of you are sitting there thinking of all the reasons why you cannot be a Cub Scout leader. There are really only three objections you may have.”
  - a. “FIRST, YOU WORK. Well, there aren’t many people here who don’t work. Seventy-five percent of the den leaders work, but they still find time to hold a den meeting on:
    1. their day off;
    2. early evening after work; or
    3. on Saturday morning or Sunday afternoon. So, this is not a good objection.”
  - b. “SECOND, YOU ARE TOO BUSY IN OTHER ACTIVITIES AND ORGANIZATIONS. It’s great that you’re busy—busy people get things done.”
    1. “We realize that there are many worthwhile things you may be involved in, but are they all a benefit to our sons? Cub Scouting is a great benefit, so maybe you have to reset your priorities—as most of us have had to do—and get involved with your son in Cub Scouts.”
  - c. “THIRD, YOU DON’T KNOW ANYTHING ABOUT CUB SCOUTS, SO HOW COULD YOU GET INVOLVED.”
    1. “The local council volunteer and staff will see to it that you will have all the training and information you need to be a successful leader.”
      - a. “For whatever position you hold, there is a handbook explaining your responsibilities in detail.” (Show.)
      - b. “**Program Helps** spells out exactly what to do at each of your meetings.” (Show and explain.)
      - c. “A **Cub Scout roundtable** is held once a month. Most leaders attend this meeting where the following month’s theme is thoroughly discussed and seen in action. New pack leaders especially learn a lot from other leaders.”
      - d. “Most important—WE WILL TRAIN YOU either at a **formal course**, through **personal coaching and video instruction**, or **online** during your scheduled availability. We have a training team made up of former Cub Scout personnel ready, willing, and able to help you be successful. **So, not knowing anything about Cub Scouts is not an objection.**”

\* If you have pack-level/den-level leadership already, recruit assistants because you will have to rely on them one day; the new assistants could be in training.

### III. Recruiting pack-level leadership and den-level leadership

- A. Use the adult position cards.
- B. Bring volunteers up front as examples (with a brief description of each); also use one boy as a Cub Scout.
- C. Pass down a book as program and pull out volunteers with excuses of why they can’t or won’t volunteer until the book (program) can’t reach the Cub Scout any more. (If time permits, read “Boy’s Eyes.”)



- Keep boys and parents in the room—they should stay together for “circle up.”
- Do not allow uncontrolled running, shouting, and horseplay.
- Have a helper ready to assist dens at tables.

### **General Presentation**

- Begin promptly at the School Night scheduled time.
- Be confident—you are prepared and have support.
- Be enthusiastic. You set the tone!
- Follow the School Night for Scouting agenda.
- Provide training info and a parent guide for all new joiners

### **After the Meeting**

- Meet with new adult leadership, promoting and arranging Fast Start and This Is Scouting training.
- Collect all applications and money—write on the applications: “Paid, amount, cash/check No.”
- Review youth applications:
  - Parent signature
  - Cubmaster signature
  - *Boys’ Life* magazine box (Is it marked?)
  - E-mail address
- Review adult application:
  - Charter organization representative’s signature
  - Committee chairman’s signature
  - Social Security number
- Report to district headquarters immediately. District representatives will wait for your arrival.
  - Turn in all applications (even those unsigned or from those who have not paid).
  - Money: Please bring one (1) pack check if possible; there will be plenty of time for the individual checks to clear your pack account!
  - Provide a sign-in sheet (copy).
  - Identify potential new members that are not completely enrolled, missing signatures, short on money, or still need den leadership. (Keep a copy of their applications for follow-up.)
  - Turn in your School Night team roster.

