

# 2014

# Friends of Scouting

# Disappearing

# Workbook



Prepared. For Life.™



# FOS Success Sheet – District

A guide to FOS success at the district level

## Campaign Goals:

- 1 – Visit every home by September 30 (face-to-face visit).
- 2 – Reach determined financial goal by September 30.

## Steps to Success:

### 1 – District Training

- Attend council training on June 4<sup>th</sup>.
- Hold training for zones on specified date.

### 2 – Organize

- Have materials organized by zone for training.
- Give adequate time (at least two weeks) for zones to prepare for training and distribution.

### 3 – Communicate

- Present district schedule and plan to relations committee.
- Have each member understand the timing and plan of action.
- Visit each zone leader, verify commitment to timing and plan.
- Announce and emphasize in all meetings (roundtables, etc.).

### 4 – Follow up

- Give reports to each zone on their progress during the campaign.
- Hold each zone to their determined timetables, within the council campaign timeline.

### 5 – Reporting

- Report the success of the campaign weekly.
- Collect what each zone has collected each week.
- Turn in to service area each Tuesday during the campaign along with a copy of your Steps to Success worksheet (on the back of this page).
- Know key dates (training, kick-off and completion) for each neighborhood and zone.



# FOS Success Sheet – Zone

A guide to FOS success at the zone level

## Campaign Goals:

- 1 – Visit every home by September 30 (face-to-face visit).
- 2 – Reach determined financial goal by September 30.

## Steps to Success:

- 1 – Watch training video on the council website: [www.saltlakescouts.org](http://www.saltlakescouts.org).
- 2 – Organize materials and training for neighborhood.
- 3 – Training
  - Hold training for neighborhood workers on specified date.
  - Watch the training YouTube video together.
  - Determine call back visits, each neighborhood worker will do a 1- Day, 1 Week Campaign.
  - Distribute all FOS materials to neighborhood workers.
  - Give neighborhood workers adequate time to organize before kick-off (at least 2 weeks).
- 4 – Communicate
  - Help neighborhood workers understand all dates and expectations.
  - Utilize letters to encourage participation.
  - Make regular announcements in meetings.
- 5 – Follow Up
  - Be in contact with COR at least weekly.
  - Hold each neighborhood worker to their determined timeline.
- 6 – Reporting
  - Report the success of the campaign weekly.
  - Collect what each ward has collected each week.
  - Turn in to district chair each Sunday during the campaign along with a copy of your Steps to Success worksheet (on the back of this page).
  - Know plan of action for each neighborhood worker, including training and kick-off dates.



# FOS Success Sheet – Neighborhood Chairman

A guide to FOS success at the neighborhood level

## Campaign Goals:

- 1 – Visit every home by September 30 (face-to-face visit).
- 2 – Reach determined financial goal by September.

## Steps to Success:

- 1 – Watch training video on the council website: [www.saltlakescouts.org](http://www.saltlakescouts.org).
- 2 – Organize routes and materials.
  - Recruit volunteers (utilize Scout and Cub Scout committees, parents, etc.).
  - Use IC5 method. Assign about 5 homes to each volunteer.
  - Organize either 1 Day, 1 Week Campaign for call back visits.
  - Train volunteers to follow the “Steps to Success” sheet.
  - Communicate timing and expectations.
- 3 – Training
  - Hold ‘kick-off’ meeting.
- 4 – Communicate
  - Campaign timing and goals to ward members.
  - Utilize letters to encourage participation.
  - Make regular announcements in meetings.
- 5 – Follow up
  - Encourage each volunteer until their assignment is complete.
- 6 – Reporting
  - Report the success of the campaign weekly.
  - Reconcile and verify neighborhood worker totals. Turn in cards and donations.
  - Make sure a completed card accompanies each donation. Keep together.
  - Report and turn in to zone chair each Sunday during the campaign along with a copy of your Steps to Success worksheet (on the back of this page).



# FOS Success Sheet – Neighborhood Worker

A guide to FOS success as a FOS Neighborhood Worker

- 1 – Watch training video on the council website: [www.saltlakescouts.org](http://www.saltlakescouts.org).
- 2 – Visit each home assigned (face-to-face visit).
  - Invite potential donor to view YouTube video.
  - Tell Scouting story.
    - “Scouting as we know it would not exist without support”
    - “The council provides the infrastructure, activities, materials, and training that directly supports local troops”
    - “It saves and changes lives of young men”
    - “We believe it makes a difference in the lives of young men”
  - Ask for FOS donation.
  - Please make sure that the card is completed and accompanies every donation.
  - Have donor check the “Employee Match” list to see if their donation can be matched by their employer.
  - Ask about boys in neighborhood that may enjoy Scouting.
    - “Do you know of any boy in the area that does not participate in Scouting that may enjoy the opportunity?”
  - Thank every contact for their continued support of Scouting.
- 3 – Follow up at each home.
- 4 – Report results of each visit to district FOS chair.
- 5 – Turn in cards and donations to district FOS chair.



# Matching Gift Companies

Your gift to the *Boy Scouts of America* can have double the impact if you work for one of the following matching gift companies. Simply locate your company's name on this list, obtain a matching gift form from your personnel office, send the completed form with your gift, and watch your gift multiply!

Abbott Laboratories	Fred S. James & Company	Phillip Morris Companies, Inc.
Adobe	Hartford Company (The)	PepsiCo, Inc.
Allstate Insurance Company	Hewlett Packard	Phillips Petroleum
Amax, Inc.	Hillhaven	Pitney Bowes, Inc.
American Airlines	Honeywell	Price Waterhouse Coopers
American Express	Hubbard Radio	Proctor & Gamble
American International Group, Inc. (AIG)	Hunter Douglas	ProQuest
Amoco Oil Company	IBM Corporation	Quaker Oats Company
Alliant Techsystems (ATK)	IDS Financial Service, Inc.	Qwest
Arco Industrial Sales, Inc.	J.C. Penney	Pfizer, Inc.
Asarco, Inc.	John Hancock Mutual Life Insurance Company	Red Hat
AT&T	Johnson Controls, Inc.	Rockwell International
Autoliv ASP, Inc.	Johnson & Johnson	Rocky Mountain Power
Automatic Data Processing, Inc.	Jostens Foundation	ROLM Corporation
Avon Products, Inc.	Kennecott	Ryder
AXA Foundation	Kern River Gas Company	Sara Lee and Subsidiaries
Bank of America	Key Bank	Shearson Lehman Hutton
Beatrice Companies	Kidder Peabody & Company, Inc.	Shell Oil Company
Becton-Dickinson	K-Mart Corporation	Sherwin-Williams Company (The)
Beneficial Financial Group	L3 Communication Systems-West	Sprint
Boeing Company (The)	Lever Brothers	State Mutual Life Assurance of America
Bonneville International Corp.	Lincoln Financial Foundation	St. Paul Companies of America (The)
Borden Products	Lone Star Industries	Subaru of America
Bristol-Myers Squibb Foundation	Massmutal	TRW Systems
Brunswick Corporation	McDonald's Corporation	Tandy Corporation
CNA Insurance Company	Merrick Bank	Texaco
Carter Hawley Hale Stores, Inc.	Merrill Lynch & Company, Inc.	Transamerica Corporation
Caterpillar, Inc.	Microsoft	Travelers Companies (The)
Chase Manhattan Corporation	MONY Financial Services	United Health Group
Chemical Bank	Microsoft Corporation	United States Fidelity & Guarantee Company
Citibank Citicorp, N.A.	Midamerican Energy Holdings Company	Union Pacific Railroad
Chubb Life Insurance Company	Minnesota Mining & Manufacturing (3M)	Unilever United States Foundation, Inc.
Coca Cola Company	Morrison Knudsen Corporation	Valley National Bank of Arizona
Conoco	Morton International	Varian Medical Systems
C. R. Bard Foundation	Motorola	Verizon Foundation
Deseret News	NCR Corporation	Wal-Mart
Digital Equipment Corporation	Nabisco Brands, Inc.	Waste Management, Inc.
Eaton Corporation	New York Life	West One Bankcorp
Equitable Financial Company	Nike	Western Life Insurance Company
Exxon Mobile Oil Corporation	Northwest Pipeline Company	Westinghouse Electric Corp.
FMC	Norton Company	Williams Companies (The)
Fabian & Clendenin	NPO Gateway	Winmar Company
Fidelity Charitable Gift Fund	Oracle Corporation	Xerox Corporation
Gulf Oil	Pennzoil Company	
Harris Foundation		
Fireman's Fund Insurance Co.		

Let us know if your company offers the matching gift program but is not listed.

Thank You!

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