

Principal Visits

Building and maintaining a strong relationship with your pack's elementary school is important to have an effective Cub Scout recruitment effort. A meeting with the school principal will strengthen relationships and foster support for recruitment efforts. This meeting should happen in April/May and consist of key unit leadership and Scouting professional. Take no more than 2 or 3 people into the meeting as to not overwhelm him/her. This meeting should last no longer than 20 minutes. Sample working agenda for the principal visit would be as follows:

1. Welcome and introductions

Take a minute to introduce everyone to each other. Be sure to thank principal for taking time to meet with you. Find out if principal has any Scouting background either as youth or as an adult.

2. Update principal on pack

1. Share roster of pack so principal can see kids and parents that are involved in Scouting.
2. Share key program items that your pack.
3. Service projects
4. Field Trips and other learning opportunities

3. Service opportunities for School

State that in the next school year, your pack would like to conduct 1-2 service projects for the school. Take a couple minutes to brainstorm ideas come to agreement of what that service project should be. Some suggestions include: Help with book fair; Help clean up after school carnival or other events/activities; Pick up trash on playground before start of school or other grounds beautification projects; or Cub Scout help mentor another student in reading.

4. Cub Scouting's 12 Core Values

1. **Citizenship:** Contributing service and showing responsibility to local, state, and national communities.
2. **Compassion:** Being **kind** and considerate, and showing concern for the well-being of others.
3. **Cooperation:** Being **helpful** and working together with others toward a common goal
4. **Courage:** Being **brave** and doing what is right regardless of our fears, the difficulties, or the consequences.
5. **Faith:** Having inner strength and confidence based on our trust in God.
6. **Health and Fitness:** Being personally committed to keeping our minds and bodies **clean** and fit.
7. **Honesty:** Telling the truth and being **worthy of trust**.
8. **Perseverance:** Sticking with something and not giving up, even if it is difficult.
9. **Positive Attitude:** Being **cheerful** and setting our minds to look for and find the best in all situations.
10. **Resourcefulness:** Using human and other resources to their fullest.
11. **Respect:** Showing regard for the worth of something or someone.
12. **Responsibility:** Fulfilling our duty to God, country, other people, and ourselves.

5. Recruiting Pack

1. Ask when school open house is scheduled and secure permission to attend to promote school night.
2. Ask about possible dates to conduct school night after open house (usually the next week).
3. Ask about permission to hand out flyers, put up posters and conduct boy talks.
 - a. Classroom, assembly, lunchroom, recess, closed circuit TV, morning announcements, etc.

6. Volunteer Recruitment

Ask about Kindergarten parents that may make good Tiger Cub Den Leaders.

School Visits

Rally / Classroom Visit (Boy Talk)

- To be held during school hours **on a couple of days before** Join Scouting Night
- **Purpose of meeting:** To excite boys to come to Join Scouting Night and to inform them of what to bring.
- **Preparation:** Ask principal for a brief meeting of all boys of Tiger Cub and Cub Scout ages either by going from classroom to classroom (preferred) or in a special assembly (rally).
- **Alternate Presentation Methods:** Some schools do a “morning news show” on closed circuit TV. This should only be used if the classroom to classroom or rally option is not available. Remember classroom or rally option is not available. Remember to look directly into the camera and do your same presentation. Remember to use your same hand motions and gestures. It works!

Agenda

- Distribute information flyers to boys while you talk.
- Introduce Scouting. Take about 2 minutes to tell boys what Scouts do.
- Tell about Scout Night—**time, place and purpose.**
- What to bring? If using ticket...must have a ticket—**parents.** Tell them the registration fee is shown on Join Scouting Night flyer. Bring parents and money to register.
- Finish up with another enthusiastic statement on Scouting.
- Have them put away the information flyers. Tell them to put the flyer in their backpack, homework folder, in their pocket, etc.

Rally/Class-room/Boy Talk visit Check Sheet

CHECK YOURSELF

- Mentally—review script (Get fired up!)
- Physically—hair combed, neat appearance, in uniform
- Necessary materials—flyers, props, posters

SCRIPT

(Distribute flyers first—use boys to help)

- Introduce yourself.
- “For the first time in your life you are old enough to be a _____.”
- Emphasize Cub/Family campout and pinewood derby.
- Show flyer and walk through key information—time, date, cost, parents attend location.
- Have a gimmick/joke to get them to hold onto flyer, to get it home.
- Review key information again.
- Avoid taking questions. Tell them “We’ll cover all that tomorrow night at the meeting.”
- Make sure current Scouts understand that they do not have to attend because Join Scouting Night is just for the new guys.

TIPS

- ___ Ask a student to distribute the flyers.
- ___ Be exciting—make them remember you and tell their parents.
- ___ Parents are their admission ticket.
- ___ Send parents if they can’t come.
- ___ Have a date on flyer.
- ___ Have plenty of flyers.
- ___ Check to see if posters are up – over water fountain, bulletin boards, cafeteria, door to boys restroom.
- ___ Remind current Scouts to wear uniforms.
- ___ Check with principals to remind of arrangements: time for building to be open, and who will be there to open.
- ___ Leave extra flyers with teachers/principals and ask to announce Join Scouting Night again on day of Join Scouting Night (PA system)

Stunts:

- Rope tricks
- Take a Cub uniform shirt and briefly explain badges.
- Show books (Wolf, Bear, etc.)
- Pinewood Derby Racer.
- Fold flyers (Magic Trick)
- Explain the Cub Scout sign (Quiet-Wolf's Ears)

Room-to-Room Tips:

- When you check into the school, ask for a map of the school so that you can keep track of the classrooms you have done. Check them off as you go. Stick the map in your files for next year.
- Have a boy distribute flyers.
- Ask teacher to write date and time on chalkboard.
- Do regular script, but keep to 2-3 minutes maximum.
- Save fifth grade for last; go first and second grade rooms first.
- Carry the phone number of the Girl Scout office with you in case a girl puts you on the spot and asks about girl scouts. Leave it with the teacher. Tell the girls to tell the Girl Scout office that the Boy Scout leader gave you the number. It will also win you cool points with the teacher!
- Thank the teacher for their time! A Scout is courteous.**