



Presentation Talking Points

- Introduction and thank you
- Explain what FOS can do for the unit: Council will work to help your unit successfully achieve your top three needs during the year.
- Refer to presentation Board and Brochure (ask a Scout to help hand out brochures and hold the board)
- Share a personal Scouting Story from your heart
- Budget over \$650,920, \$148,000 FOS goal
- Trainings & Events (Ex. Scout -O-Rama, Program & Training Conference, Popcorn, Cub Scout Day Camps, Leader Training), Council Service Center, Professional & Support Staff
- Camp – Steve Fossett Spirit of Adventure Ranch
- Liability Insurance & Accident Insurance
- Scouting works when everyone participates
- Tonight's Objective – Unit Goal of \$_____
- Camp Loyalty Program for non-summer camp use of property
- Multiple ways to contribute on the Pledge Card (Cash / Check / Credit Card / Bill Me / Online). In addition: multi-year giving, stocks or appreciated stocks, bequests, permanent endowment gifts, vehicle donations.
- Council Polo with Pledge & Payment received by 6/30 at a \$294 giving level. MAKE THE ASK for \$147 or whatever they can afford
- Fill out card now. We NEED ALL CARDS BACK – even if it says \$0 so you can receive a limited edition patch and so you don't get asked again
- Tally donations and announce progress towards goal – present ribbon at end of evening

Prepared. For Life.