

Pack Preparation for School Night for Scouting Rally

Calendar Planning – Prior to the School Night for Scouting Rally, all pack leaders should meet to develop the pack annual program calendar. Dates to include are: Pack meetings; Den Meetings; Pack Committee Meetings; Pack special events/activities; community service projects; district events; leader trainings, etc. A copy of the Pack calendar should be available for all new and returning Cub Scout parents during the parent orientation meeting within a week of School Night for Scouting Rally.

Pack Inventory – Prior to the School Night for Scouting Rally, all Pack leaders should participate in completing the Pack Leadership and Membership Inventory. The primary purpose of the inventory is to determine the Pack’s leadership needs going into the School Night for Scouting Rally. Recruiting leaders is a much easier task when you know exactly what your Pack leadership needs are. For example, a Bear den with eight returning Cub Scouts might be able to absorb an additional two new Cub Scouts with no problems. However, if eight new third grade youth were to join the night of the rally, the Pack should strongly consider creating a new Den. Knowing this information prior to the rally night will help you to recruit the necessary amount of leadership.

Leadership	Tiger Cub Den Leaders	Cub Scout Den Leaders	Webelos Den Leaders	Cubmaster	Assistant Cubmaster	Pack Committee Chair	Pack Committee Members	Den Chiefs
Current number of leaders								
Leaders Remaining								
Number of leaders moving up/dropped								
Leaders needed to bring Pack up to full strength								

Membership	Tiger Cubs	Cub Scouts	Webelos Scouts
Current number of Dens			
Current number of youth in each Den			
Number of additional Dens needed			

School Principal – School principals are critical to the success of a School Night for Scouting Rally. Plan to visit with each school principal to confirm the date and time of your Meet the Teacher/Back to School Night, and request access to a table to present fliers and sign up new members. Also, review the scheduled School Night for Scouting Rally time with them and confirm that the building will be open with A/C on the night of the rally. Invite them to attend your School Night for Scouting Rally.

School Night for Scouting Rally Checklist

Hosting a successful School Night for Scouting Rally you will need to ensure you have on-hand:

- Youth and adult applications
- Pens
- Calculator
- Change, both bills and coins
- Credit card readers/laptop
- Registration fee sheet
- Mini Boys' Life Magazines
- Fliers inviting parents to parent orientation meeting
- Flags & bases
- Training dates for new leaders
- New onboarding kit; calendar, letter, roster, meeting times/locations, etc.
- Displays such as; Pinewood Derby Cars, Pack pictures, scrapbook, etc.
- Will the school be open?
- When will it open and when will it close?
- Air conditioning (will it be on?)

Marketing Your Pack Outside of Your School Night for Scouting Rally

There are numerous ways to market your Pack's School Night for Scouting Rally without the use of a 'Scout Talk' and having access to the classroom.

- Post posters in schools (with the approval of the school admin)
- Youth wear their uniforms to school the day of the rally
- Parents who are leaders have lunch with their child on the day of the rally, wearing their uniform
- Request permission to use the school marquee and advertise your School Night
- Pack set up a PWD or other activity to engage children at their BTS/Meet the Teacher Night
- Leaders in uniform standing in front of the school when it releases from school handing out fliers the day of the rally
- Place Join Scouting signs in your Pack leadership's front yards
- Chalk messages on the sidewalk of school
- Youth-to-youth recruitment with possible incentives
- Use 'buddy cards' to have Scouts invite their friends to an activity
- Place posters, fliers, and other contact info in shared public spaces (library, Panera, etc.)
- Place joining info in local church bulletins
- Attend civic functions and hand out fliers
- Place announcements in local community newsletters, Facebook posts, Nextdoor, etc.
- Mobilize parents and volunteers to hand out fliers as children board school buses at school, and at local stops
- Partner with local libraries and other public places to distribute fliers

What Do I Do After Tonight?

1. Contact School principal to verify you can attend Back to School/Meet the Teacher Night.
 - a. Recruit volunteers to attend that evening and distribute fliers and sign up those that are interested that evening.
 - b. Have fun and engaging things for children to do/play while there if possible.
2. Attend Back to School/Meet the Teacher Night and distribute fliers and collect any apps that night.
 - a. Turn in apps and money to Council office.
3. Conduct a Pack leadership meeting and ensure calendar and Pack Inventory is complete.
4. Build a welcome letter, no longer than a front/back handout to have at School Night Rally.
5. Schedule a Parent Information Night 7-10 days after your School Night.
6. Enlist volunteers to run your School Night for Scouting Rally tables and make sure they know their roles.
7. The week of your School Night for Scouting Rally display posters and yard signs at the school.
8. Be at the school by 6:30 and have needed materials and set up the required tables and ensure volunteers are ready to receive new parents as soon as possible, be ready to go at 7PM.
9. Implement the School Night for Scouting Rally as presented at the Kick-Off meeting, using the four-table model and distribute required items, and invite all new parents to the orientation meeting.
10. Collect registration fees for all youth and get parent's signature. Be sure to promote Boys' Life. After the parents meet the Cubmaster you can release the parents as they complete their meet-and-greet and remind them of the parents meeting. Collect all applications, even if they have not paid that night.
11. After everyone has left, turn in all applications (paid or not) along with the money to the District Representative. If the pack is collecting Pack dues, in addition to the BSA registration, it is preferred that the Pack write a check to the Heart of America Council for all applications, and deposit the individual checks and cash as needed.
12. Once the School Night for Scouting Rally is complete it is advised that the Pack Committee convene and review incoming youth numbers, and parents and ensure they have the structure to support incoming families. If not prepare a plan to recruit and make the 'ask' at the parent information meeting.
13. Call all new parents and invite them to the parent information meeting.
14. Hold the parent information night—can be in conjunction with Pack meeting to keep Scouts busy. Provide parents and new leaders with more info on Pack; calendar, information concerning dues, behavior expectations, expectations of parents, uniforming, advancement, etc. Provide training information to any new leaders.
15. Assist and follow-up with new leaders to make sure their Dens get off to a good start.

Suggested Parent Information Meeting Agenda

Within 7-10 days of your School Night for Scouting Rally you should hold a parent information meeting. This meeting can be conducted in conjunction with at Pack or Committee Meeting, and if youth are attending there should be activities for them to do so you can have time to meet the new parents. Ideally, this meeting should take 45-60 minutes, below is a suggested agenda to cover with your new parents, and suggestions on who should guide that conversation.

1. Welcome to the Pack (5 minutes)—New Member Coordinator, Membership Chair
2. Your Child's Safety: Our Top Priority (10 minutes)—Committee Chair
 - a. Review Youth Protection and the guidelines Scouting uses to keep children safe
 - b. Review any Pack related permission slips, expectations, etc.
3. What is Cub Scouts? (10 minutes)—Cubmaster, Assistant Cubmaster
 - a. What we do as a Pack
 - i. Cover meetings, activities, all the FUN!
 - b. What your Scout can expect
 - c. What we expect of your Scout and you
4. How Advancement Works (5 minutes)—Advancement Chair, Den Leader, Committee Chair
5. Uniform Expectations (5 minutes)—Cubmaster, Assistant Cubmaster, Den Leader
6. What Will Scouting Cost Me? (5 minutes)—Treasurer, Committee Chair
 - a. Review cost of BSA registration and what it covers
 - b. Review any cost that the Pack may charge and review what it covers
 - c. Review how Scouts have an opportunity to 'pay their way' through fundraising
7. Cub Scouts Need Leaders (10 minutes)—Committee Chair, New Member Coordinator
 - a. Why be a leader?
 - b. Administer the Family Talent Survey
 - c. Review open positions in Pack leadership
 - d. Explain support new leaders receive through Pack leaders, Roundtable, training, etc.
8. Q&A (5-10 minutes)—All stakeholders in Pack

Why Be A Leader?

Scouting operates through volunteer leadership. Volunteer leaders are an example of Scouting's principle service to others. Naturally, parents are the primary source of leaders in the Scouting program. You volunteer not only to serve Scouting, but also help your child and their friends, and to have the chance to be a positive influence on the youth in your community. Being a leader is fun, challenging, and rewarding. Leaders find their experiences help them to become better parents, co-workers, and friends. The following are some of the many benefits that will enrich your life as you dedicate your time, talent, and enthusiasm to Scouting:

- Fun and fellowship with other families, sharing your talents and your pride in the childrens' accomplishments.
- The privilege of helping to enrich and strengthen families in your community.
- A chance to help children learn good citizenship and to help shape them into adults who have strength of character and are sensitive to the needs of others.
- A code to live by that will set a worthwhile example for both children and adults.
- The opportunity to help make a difference in the lives of young people as they grow strong in mind and body.
- The satisfaction of being a member of a world-wide movement and pride in being publicly identified as a part of this organization—wearing the Scouting uniform is a visible means of showing you believe in and stand up for the ideals and objectives of the Boy Scouts of America.

You Are Not Alone

As a leader we assure you that you are not alone. There are numerous resources available to ensure your success as a leader, which assures the strength of the Cub Scouting program:

- The staff at the Heart of America Council Service Center can help you or they will get you in touch with someone who can.

816.942.9333 or hoac-bsa.org

- Roundtable, a monthly leaders' meeting for all adult volunteers in your district is available. You can get help with program activities that you can use at Den and Pack meetings. It's a great place to ask questions and share ideas.
- All registered adults receive *Scouting* magazine which has ideas for working with all Scouts and developing program for your Den or Pack.
- The Heart of America Council has an online resource, "So, You're A New Den Leader" to get you started on your new role in the Pack. Combined with other training resources you're sure to get off to a great start! Found at hoac-bsa.org/new-den-leader
- The Heart of America Council offers Scouting University in November to help you develop program, work with Scouts of all ages and needs, and strengthen your Pack program.

Who Pays for Scouting?

Youth Members and their families...

Members buy their own uniforms, handbooks, personal equipment, and pay their own camp fees. Some units cover part or all their fees with money-earning projects.

and Packs...

Through weekly, monthly, or annual dues and funds from approved money-earning projects meet expenses for supplies and activities in the Cub Scout Pack. These monies help pay for the special activities, and program materials. The Heart of America Council also has financial assistance available, for those that qualify to assist with uniform, and camp fees.

and Community Organizations...

Each Chartered organization using the Scouting program provides a meeting place and adult volunteer leadership for its Scouting unit(s). The Chartered Organization and local council must approve unit money-earning projects before the launch of the project.

and...

Each year the Heart of America Council establishes a budget to provide unit service, administration, training, outdoor and camping facilities, and quality program activities in the continuing effort to serve more youth. Just as your Pack raises funds for unit operation through dues and money-earning projects, the council raises funds for council operation through the United Way and other methods.

Our council conducts an annual Friends of Scouting campaign to provide opportunities for parents, Scouters, and community members to financially support the growth of the Scouting program in the KC area.

and the National Organization...

Funds to support the National Organization of the Boy Scouts of America come from registration fees, local council service fees, investment income, *Scouting* and *Boys' Life* magazines, sale of uniforms and equipment, contributions from individuals and foundation grants. These monies help more than 270 local councils deliver the Scouting program to Chartered Organizations to meet the needs of their youth.