



## Cub Scout School Night to Join Scouting

### What is it?

Cub Scout School Night to Join Scouting is a coordinated *event* managed by the Cub Scout Pack and the Cimarron Council to invite Cub Scout-aged boys and their families to join our family of Scouting. It is the first step in what may become a life-long association with Scouting and its benefits. It is our experience that almost all scouts and adult leaders (both in Cub Scouts and Boy Scouts) come to the scouting program initially through coordinated fall Cub Scout recruiting events. So you can see how important Cub Scout School Night to Join Scouting is for not only your Cub Scout Pack but also for Scouting!

One of the real assets of a coordinated School Night is our ability to publicize the Scout program and School Night throughout the Council. We will utilize media coverage, school district publicity, "Boy Talks", flyers, posters, and other means of "telling our story".

### Tips for a Successful School Night

#### **Follow the Plan!**

1. Select School Night for Scouting Pack Coordinator to work with your scouting professional to:
  - Select School Night Date, Time & Place,
  - Get permission to use school on date & time selected,
  - Determine number of flyers needed to invite all 1<sup>st</sup>-5<sup>th</sup> grade boys to your School Night and turn in "Unit School Night Flyer Order Form", and
  - Set-up "Boy Talk".
2. Conduct "Back to the Pack" meeting prior to the School Night event to assemble returning members and:
  - Bring everybody up-to-speed on plans for your upcoming year of scouting,
  - Promote upcoming Popcorn Sale,
  - Promote School Night to Join Scouting,
  - Determine pack's organizational structure and adult leadership needs, and
  - Come up with plan to fill vacant pack leadership positions.
3. Promote your Pack's School Night to Join Scouting
  - Insure that School Night fliers are passed out by teachers at school in a timely manner.
  - Encourage Cub Scouts to invite their friends to School Night,
  - Encourage Pack adult leaders and parents to "talk it up" and "spread the word" about their Pack's scouting program and School Night,
  - Set-up and man displays with flyers promoting scouting in your Pack and School Night at school pre-registrations or other "Back to School" events,
  - Put an announcement or flyer in your church's bulletin asking your friends to bring their sons to School Night and join you and your son in scouting,
  - Get permission from school and put up posters and yard signs promoting your School Night, and

- Encourage Cub Scouts to wear uniforms to school on day of School Night.
4. Follow an agenda:
    - Have *everyone* complete attendance roster,
    - Start out together as one group and then break-out into dens seated at the same table.
    - Use “Cub Scout Parents’ Orientation Guide as program,
    - If you show slides or videos of your unit’s activities, remember to keep it short,
    - Have games available for boys while you meet with parents,
    - Have everything you need to register boys and adults (especially extra pens) and make sure signatures are on all applications and checks,
    - If possible, have your pack’s Committee Chair and Charter Representative present to sign adult applications, and
    - Have your pack treasurer present to handle money. (If possible, turn in one check from the pack to cover registration fees collected at School Night.)
    - Remember-you are just there to introduce new scouts and their parents to your pack, sign them up and get them to your next meeting.
  5. Finish all School Night paperwork that night!

**Don't assume that when parents walk into the School Night To Join Scouting event that they understand what Scouting really is. *They don't!***

1. You and your fellow volunteers must work hard during that initial contact to educate and sell parents on Scouting. What better way than to tell them how you and your family have benefited from Scouting! Give them a good first impression of what Scouting is. Explain what makes Scouting stand out. Use the “Cub Scout Parent’s Orientation Guide” to explain what it means when we say “Scouting is Fun with a Purpose”.
2. Don't try to sell them on Scouting by talking just about den meetings, earning badges or racing pinewood derby cars. Instead, tell them why you have all those activities. Tell them what the real importance of those badges is. Tell them that the Pinewood Derby is held because *it gives them an opportunity to do something with their sons*. That chance to does not last long.
3. Only after you have explained what scouting is really about, then, and only then, tell them you cannot do all these things for their sons by yourselves. Tell them that you and they need to form a partnership. Tell them that, together, you can accomplish all these things for their sons. *And tell it to them with enthusiasm*. You've got a program for their sons that no one else can even try to match. Be proud of it - brag about it - make it loud and clear.

**Successful Packs fill the most important leadership positions prior to School Night!**

1. Never ask folks just coming into your pack to be your Cubmaster (unless of course they have had experience with Cub Scouting elsewhere, etc.). Remember that there are more volunteer positions than just Cubmaster and Den Leaders. Volunteers are needed for Blue and Gold, Pinewood Derby, popcorn sale, transportation, etc. Determine all the programs your unit will conduct during the year and make out a written list of volunteer needs (along with a short job description).
2. Recruit when new parents come to your regular meeting. Have your list of volunteer opportunities available and ask every new parent to select something they can help with.
3. Remember-*Tiger Den Leader should coordinate* parents taking turns being “Den Leader” for a month (3 activities). The Tiger Den is where parents learn how Cub Scouting works.