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Joining Night Overview
To enroll prospective Cub Scouts and Scouts, BSA during the months of August, September & October so that they can participate in fall activities.

Role of the Council/District
The Membership committee and professional staff are responsible for helping prepare unit leaders in their area to receive boys. Specific responsibilities include:

Fall Recruitment Chair
- Assist in conducting the Council Fall Recruitment Preview.
- Confirm Joining Night and Parent Orientation dates with unit leaders.
- Communicate with units to ensure that they are prepared to conduct a successful Joining Night campaign.

Fall Recruitment Chair or Commissioner
- Contacts the unit leaders prior to Joining Night to ensure they are ready;
- Attends the unit School Night meeting to assist as needed and help collect applications.

Professional Staff
- Communicates with School Superintendents and Principals.
- Works with the council support staff to print recruiting flyers.
- Arranges the school visit to distribute flyers and talk to the boys about Cub Scouting.
- Collects applications from unit leaders/membership team.

Role of the Unit
The recruiting of Scouts and leaders happens at the unit level. While the Catalina Council and the district volunteers will support each unit in their recruiting efforts, each unit will be responsible for the following:

- Make a commitment to conduct the Joining Night recruiting meetings within two to three weeks of the first day of school;
- Confirm the date selected with the Fall Recruitment Chair or district professional. School calendars are usually available in May and it will be easier to confirm a date with the principal before school ends for the summer (principals are very busy and difficult to reach right before school opens again after the summer break). Make sure you don’t plan your Joining night on top of a school open house!
- Attend the Council membership workshop to receive resource material, training and yard signs.
- Distribute yard signs to current unit members asking them to display the signs in high visibility areas from August through October
- Recruit enough current leaders to conduct a well-organized recruiting meeting that follows the council plan.
• Turn in the new member applications to the Council office or District Professional in a timely manner;
• Encourage new leaders to complete training for their position as soon as possible.

Plan:

• Each unit should plan a Joining night to be held between August 10th and October 15th. Packs and Troops should coordinate how to work together.
• Units should work with their membership team and District Executive to coordinate potential Youth Talks and school flyers.
• Units should plan a parent orientation night within a week of their Joining Night.
• Units should plan a follow up joining night in late October through early November if they didn’t do well or if they find they are missing age groups within their unit. A second night can be scheduled just for a targeted age group!

Promotion:

• Units will put a “7 Points of Contact” marketing plan into action to publicize their recruitment campaigns. What are the “7 points of contact”? It is a marketing theory that suggests for each sale, you need to make 7 points of contact per customer. In the Scout world, our points of contact include school visits, flyers, yard signs, posters, church bulletins, peer2peer, parent2parent etc. Posters will be provided for school bulletin boards; yard signs will be provided and other opportunities to help generate awareness that we are recruiting kids to have fun!

Follow-up:

Unit leader’s review and complete applications on the night of the Joining Night event. Applications, registration fees and one copy of the attendance roster are to be turned in to the Council office or the District Executive within two days following the event.

Council Materials Available

New flyers – The Catalina Council will print school flyers for units. The flyer will contain joining night information for all units.

Joining Night Crates
The Catalina Council has a limited number of Joining Night crates available for checkout for your Joining night. Crates have items such as youth and adult application, mini Boys’ Life
samples, table tents, front door signs, scout shop flyers, and carbon copies of sign in sheets. Crates need to be signed out and should be kept for no more than two days at a time because of the high number of units holding Joining Nights. Make sure your District Executive or Membership Chair is invited to attend your Joining Night so they can pick up the crate and return it for you!

**Foam Selfie Boards**
This year we have printed a small number of foam posters encouraging families to take a "selfie" and post it on social media. One board at a time (per unit) may be checked out for your event. Posters need to be signed out and should be kept for no more than two days at a time because of the high number of units holding Joining Nights. Make sure your District Executive or Membership Chair is invited to attend your Joining Night so they can pick up posters and return them for you!

### 2019 Recruitment Incentives

**Scout Night at the Races- September 14th**
Every Scout who joins before September 11th will be given a ticket for Scout Night at Tucson Speedway Raceway. Any youth who recruits a friend into Scouting will also receive a free ticket. Tickets will be available for purchase at a discounted rate for friends and family.

**Finger Rockets**
Will be available for the first 500 new Cub Scouts recruited, (applications and fees turned in) and will be given out on a first come, first served basis.

**Pinewood Derby Cars**
All units who reach their fall recruitment goal by October 31st will be given a pinewood derby car for every youth who is on their roster as of October 31st.
Partnership between Pack and Troop
The biggest growth potential for Scouts, BSA Troops is to develop a strong relationship with their feeder pack. By becoming involved in Cub Scout Joining Nights a Troop is able to show new families from the very beginning that Boy Scouting is a continuation of the Cub Scout program.

Below is a sample layout of a typical Joining Night setting. Be sure all tables are clearly marked by assigned grade. As parents and youth enter the room make sure to have them sign in and give them application forms, a parent talent survey and a unit calendar. Doing this simple task at the beginning will save a tremendous amount of time and organization later!

**Power Point:** A power point is a great idea for a Joining Night. It shows new parents that your unit is organized and it helps you plan out your meeting and stay on track with it. It gives you the opportunity to make Scouting visible by adding photos of past events as well. A template is provided for you on our Council Website (www.catalinacouncil.org).

Mock campsite, display items such as Pinewood Derby track, soapbox cars, lashings, knot tying stations, etc.
Joining Night Back-Dater
Use this as a guideline for planning your joining night. There are a lot of steps to holding a successful recruitment so share responsibilities with others. Many hands make light work!

<table>
<thead>
<tr>
<th>By Date</th>
<th>Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>-45 Days</td>
<td>Check with District Executive and District membership chair for a timeline of Joining Night dates</td>
</tr>
<tr>
<td>-40 Days</td>
<td>Recruit fall membership team for your unit</td>
</tr>
<tr>
<td>-30 Days</td>
<td>Once Joining Night is scheduled, Schedule New Parent and Leader Orientation for your Pack</td>
</tr>
<tr>
<td>-30-0 Days</td>
<td>Confirm and Prepare to Distribute Pack Calendar for the Upcoming Year</td>
</tr>
<tr>
<td>-25 Days</td>
<td>PROMOTION, PROMOTION, PROMOTION</td>
</tr>
<tr>
<td>-25 Days</td>
<td>Pack and Troop Leadership meet to plan joint efforts</td>
</tr>
<tr>
<td>-25 Days</td>
<td>Unit leadership meet to assess leadership needs</td>
</tr>
<tr>
<td>-25 Days</td>
<td>Attend Council Fall Recruitment Kickoff</td>
</tr>
<tr>
<td>-14 Days</td>
<td>Re-confirm Joining Night and Boy Talk date</td>
</tr>
<tr>
<td>-7 Days</td>
<td>Flyer distributed to school along with posters and yard signs at school, businesses, churches etc. (don’t forget your Charter Partner)</td>
</tr>
<tr>
<td>-2-1 Days</td>
<td>Youth Talk held at school for boys and girls in K-5th grade (note these are not effective for older students)</td>
</tr>
<tr>
<td>0</td>
<td>Joining Night! Current Scouts should wear uniforms to school to help promote the event.</td>
</tr>
<tr>
<td>0</td>
<td>Ask schools to make PA announcements</td>
</tr>
</tbody>
</table>

After Joining Night

<table>
<thead>
<tr>
<th>By Date</th>
<th>Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>+1-2 Days</td>
<td>Turn in all applications, registration and Boys’ Life fees to the Council Service Center.</td>
</tr>
<tr>
<td>+1-2 Days</td>
<td>Contact families who attended but did not register.</td>
</tr>
<tr>
<td>+1-2 Days</td>
<td>Analyze the Joining Night recruitment results versus the unit goal and institute a follow-up plan for additional recruiting (This plan should include “Bring a buddy night” and recruitment at your chartered organization).</td>
</tr>
<tr>
<td>+1-2 Days</td>
<td>All new parents are given a welcome call from a unit leader/Den Leader and are given a reminder of the New Parent/Leader Orientation Meeting</td>
</tr>
<tr>
<td>+7 Days</td>
<td>Conduct new parent and leader orientation meeting</td>
</tr>
<tr>
<td>+7 Days</td>
<td>All new leaders complete Youth Protection Training and submit certificate with adult application.</td>
</tr>
<tr>
<td>+7-10 Days</td>
<td>Conduct first Den Meeting(s), work with new Cub Scouts to obtain Bobcat Rank</td>
</tr>
<tr>
<td>+7-10 Days</td>
<td>Pack committee confirms all new Leaders’ attendance and registration for Leader specific training.</td>
</tr>
<tr>
<td>+14-21 Days</td>
<td>All New leaders attend Leader Specific Training</td>
</tr>
<tr>
<td>+20-30 Days</td>
<td>All New Cub Scouts are recognized with their Bobcat Badge and advancement paperwork is submitted to the Council office.</td>
</tr>
<tr>
<td>+30 Days</td>
<td>Hold Pack meeting and award Bobcat badges</td>
</tr>
<tr>
<td>+30-40 Days</td>
<td>Conduct Outdoor Activity with new members</td>
</tr>
</tbody>
</table>
Setting the Date
In order to provide all units with the support necessary for a successful Joining Night program, all dates must be coordinated through the district’s Membership Chair or the District Executive. The Membership Chair or District Executive will call units and get two dates; primary and backup date; the dates will then be used to help provide Council support.

After the date is approved by the principal, the District Executive or Membership Chair will contact the unit. All Joining Nights should be held between August 15th and October 15th to allow adequate time for the “Second Chance for Scouting” campaign to take place.

**Recommended day of the week:** When planning your date please remember that Friday-Sunday nights are not as successful for many reasons. Families, not already engaged in Scouting typically have appointments and activities already schedule for weekends. Tuesday, Wednesday or Thursdays are the best nights.

**Recommended locations:** The best location if at all possible is the local school you are recruiting from. New parents feel more comfortable going to a neutral location to sign up. If it is at a church and they are not of that religion they may shy away because they do not feel comfortable. If that is the only option it can work but please be aware of that concern.

**Recommended Times:** Joining Nights should start between 5:00 – 7:00 p.m., depending upon the availability of the location and should last no more than an hour so families with young children have time to complete their evening routines.

Youth Talks
In schools that provide access to conducting recruitments, successful Youth Talks are the way to go. A *Youth Talk* is simply visiting each classroom and getting the boys and girls excited about Scouting. Youth Talks should be done your District Executive during the school day.

**The Youth Talk is where the youth are recruited!** Your District Executives are equipped with scripts for conducting in school talks and are eager to do them for you during the school day. If someone within your unit has a relationship with a school (PTO members or employees work best) please ask them to help coordinate this event. Schools should never be asked for classroom time! We can offer lunch time talks or a school assembly. Presentations should never last more than five minutes.

**Helpful Hint:** Youth Talks will dramatically increase the success of your recruitment, so utilize this resource. Contact your District Executive if you think your school will allow this.
Unit Marketing Plan
A great way to get new participants in your pack is by letting the public know about the fun, exciting things that the pack is doing. During the months of August and September districts & units should aim to blanket communities with Join Scouting promotions. The majority of your success will come from grassroots marketing. Consider assigning someone from the pack to head your marketing effort and consider some of the following techniques: yard signs, posters in schools, posters in stores, posters at work. Posters where ever you can get them, signs in front of businesses, announcements in neighborhood newspapers, school newspapers, door hangers, promotion flyers, church bulletins, posters at private schools, etc.

Marketing Items

- **Be A Scout Website** – Almost all of the recruiting materials will have information about National’s Be A Scout website – www.BeAScout.org. This website is designed to explain what Scouting is about to youth and parents and to help them get in contact with the local leaders of the Scouting program for their age. Keep your unit’s pin up-to-date!

  Beascout.org is the application that puts your Pack, Troop, or Crew on the map! Potential Scouts and volunteers can go to BeAScout.org to find Scouting in their neighborhood. If your unit’s pin is up to date, they’ll find you!

  Our Council’s goal is to have all of our unit pins updated by July 31st in time for Joining Nights! Follow these simple steps to have your Cubmaster, Scoutmaster or pack/troop committee chair update your pin today:
  - Sign in to myscouting.org
  - On the MyScouting homepage, click “BeAScout” in the Unit Tools section of the left menu.
  - Click “Unit Pin Management” at the top of the BeAScout Homepage
  - Update your unit information (you can customize your Google “pin” with contact information, a photo, special messages, and even add your unit website.”

- **Yard Signs** – Display the yard signs in high traffic areas in your neighborhood and near the school you recruit members from. Many parents who come to School Night recruiting meetings
say they learned about it through the yard signs. Use permanent markers to write dates and information at the bottom.

- **Posters** – You can put up posters anywhere – school, libraries, daycare centers, community centers, grocery stores, restaurants, bowling alley, etc. Always ask for permission from the location first.

- **Church Bulletins** – Send announcements to area churches notifying them that your pack will be recruiting members. Ask the church to publish your announcement in the church bulletin the Sunday before your recruiting meeting.

- **School Open House/Back to school nights** – This is a great time to have a booth set up to show off Cub Scouting and explain what your pack does. The open house should not replace your Joining Night meeting, but instead should be used to encourage people to attend your recruiting meeting.

- **Sports Sign ups and games** – Scouting is year round! Have pack information available when families are signing up for sports. They may join immediately or consider joining when the season is over.

- **Pizza Box Advertising** – Ask your local Pizza delivery restaurant to consider putting a flier on each pizza box that they deliver advertising your school night.

- **Pack Business Card Advertisements** – These can be easily printed at home and kept on hand year round. If your unit is still recruiting after Halloween consider printing your unit information on business cards and passing them out with candy.

- **E-mail Invitations** – Ask the families in your pack to send an email invitation to all of their friends that have Cub Scout age boys. People like to join organizations where they know other people. An email message helps them understand that their friends are involved too. Here is a sample:

  My son is a Cub Scout in pack ___ that meets at ________. Our Sign-Up night for new families is on __________ at ____________.

  Cub Scouting is really fun and our whole family enjoys it. It would be great if you were a part of it too.

  Scouting is not only fun, but it also teaches the boys great lessons about teamwork, leadership, and lifetime skills. I hope you will stop by and learn more about our Cub Scout pack.
Social Media Blitz August 15th-September 15th
Help us promote the Scouting brand by posting the same image at least three times on all of your social media sites on the designated social media blitz Month. Since this is the prime time for first day of school photos many parents will be surfing their newsfeed for pictures. The purpose of using the same image is because it creates branding consistency and the more the image is displayed the more it will resonate with the community. The images provided for the Social Media Blitz day were created and tested by the Marketing department at the National Boy Scout Council.

Advertising beascout.org is important because if your post reaches people who don’t live in your area you are giving them the opportunity to find a Scouting program near them. In addition to post the image you can put your joining night information in the caption. Make sure to keep the caption brief and clear. Always mention what grade Scouting begins. Use the hashtag #AZSCOUTS so we can track how effective the social media blitz is!

Why Social Media?
Social media differs from traditional or industrial media in many ways, including quality, reach, frequency, usability, immediacy, and permanence. Internet users continue to spend more time with social media sites than any other type of site. There are currently 802 million people who log onto Facebook daily! The highest Facebook traffic occurs between 1 and 3pm. How can this help Scouting? Well, together we can help remind people that Scouting is alive and well in Southern Arizona.

Cub Scout Image:

Troop 000 is holding a joining night in conjunction with Pack 000 for boys and girls in Kindergarten and up on Day, Date from time at location and address. All are welcome to attend! #AZSCOUTS

Scouts, BSA Image:

Pack 000 is holding a Joining Night for boys and girls in Kindergarten and up on Day, Date from Time at location and address. All are welcome to attend! #AZSCOUTS
What is available on our website to help market your unit?
Visit www.catalinacouncil.org and click on the resources tab to find downloads and information to help you with your Joining Nights this fall. Here is some of the information available to you.

Fall Joining Night Resources
- Pre-Joining Night Planning
- Sample Joining Night Agenda
- Sample Joining Night Power Point
- Sample Joining Night script
- Room Set up
- Front Door Sign
- Meeting Room Sign
- Registration Table Sign
- Cub Scout Table Tents

Printable Parent Information
- Parent Talent Survey
- Scout Shop Flyer
- New Den Leader Information
- So You’re a New Den Leader brochure
- Tiger Den Meeting sample
- Wolf Den Meeting sample
- Bear Den Meeting Sample
- Webelos Den Meeting Sample

Links to National Resources
- Membership best practices
- Membership Recruitment
- Webinars, Podcasts, and Videos
- Action Images
- Official Scout Logos
- Power Point Templates
- Marketing Webinars
- Social Media Guidelines
- Language of Scouting
- Adopt a school information
- Unit PR
- Top Videos

Marketing Resources
- Unit Advertising
- Church Bulletin template
- Pack Church Bulletin template
- Sample Pizza Box Letter
- Mini Moc Newsletter Instructions
- Media Release Templates
- Boy Scout Court of Honor announcement
- Boy Scout Eagle Recognition Announcement
- Boy Scout Summer Camp
- Community Service Announcement
- Cub Scout Blue and Gold Banquet
- Cub Scout Day Camp
- Cub Scout Pinewood Derby
- Generic
- Membership Results Announcement
- Recognition or Award
- Scout Event
- Tiger Cub Graduation

Don’t’ forget to Like Catalina Council on Facebook
Tag us in your Instagram Photos #AZSCOUTS
10 Sins of Recruitment/What not to do

1. “Take the application home and think about it.” Instead consider, “We’d prefer if you registered tonight so that we can confirm our den assignments and contact information.”

2. Don’t decide your registration fees at the last minute. This makes your unit look disorganized and new parents need to understand what their financial responsibilities will be upfront.

3. “Our pack used to be bigger but…….” New families don’t need to hear about past unit drama. Always talk positively about the future, “Our Pack plans to…….”

4. Don’t forget to greet people as they come through the door. Parents need to see that you are interested in working with their child and boys are looking for a place to belong. Make sure each person is welcomed and acknowledged as they come through the door.

5. Information Overload. It is easy to overload families with all the forms, policies, and information that come along with Scouting. Give them a youth application, a parent talent survey, and a calendar on the Joining Night and save the rest for your Parent Orientation meeting (trainings, adult registrations, BALOO, YPT, youth protection, etc.)

6. Don’t overuse Scout Lingo! Remember, in today’s families it is the mother who generally makes decisions about youth programs. Very few mothers grew up in the Boy Scouts and they won’t know what TVSR, Turkey Shoot, or BALOO training is!

7. Don’t skip the presentation and just talking one-on-one as everyone comes through the door. Save your breath and make sure everyone gets the same information! You can take individual questions afterward.

8. Don’t hold joining nights over the weekend. Even though your pack might meet on Friday nights it is best to hold your joining nights on Mon.-Thurs. Your current parents have planned to keep Fridays free for Scouting while non-scout families use the weekend to run errands and attend family activities. If they have to choose between a Joining Night and a last minute family weekend trip to the Cape then they aren’t likely attending your Joining Night because they haven’t committed to Scouting yet!

9. Don’t assume people know where they are going. They don’t. Always advertise the address of your location and put signs up to direct people to the correct room. Don’t give potential parents a reason to get frustrated before they even show up!

10. Don’t hold your joining night in conjunction with a regular Pack meeting. Although it’s easier to schedule you cannot commit the time you need to welcoming back returning families who have questions and informing new parents about Scouting. These joint nights seem chaotic to new families and many leave before leaders even notice they were there. Plan your Joining Night for new members so they feel welcomed and informed.
Sample Joining Night Meeting Agenda

6:00  Set Up  
Assigned to ______________________
- Set up tables and chairs as needed.
- Set up Cub Scout projects & exhibits.
- Make sure all materials and equipment are on hand.
  - Pre-opening game materials
  - Attendance sheets, den rosters and pens
  - Youth and adult registration applications
  - Boys’ Life mini-magazines
  - Pack Calendar & Contact Information
  - Parent Talent Survey Sheets
  - Ceremony and games equipment

6:15  Gathering Time  
Assigned to ______________________
- The welcoming committee greets families as they arrive.
- Ask parents to print name and phone number on attendance sheet.
- Each parent should receive:
  - Youth Application form
  - Parent Talent Survey sheet
  - Pack Calendar with contact information
  - Boys’ Life magazine for their son
- Direct families to sit at tables by grade (use the table tents).
- Have a pre-opening “ice-breaking” game for early arrivals.
- Get the meeting started on time.

6:30  Start the Sign-Up Meeting  
Assigned to ________________

Welcome and Opening
  - Teach the Cub Scout salute
  - Lead the Pledge of Allegiance
  - Teach the Cub Scout sign

Briefly explain the Cub Scout program
  - Include Scouting’s aims and the purpose of Cub Scouting.
  - Review joining requirements (shown on the youth and adult applications)
  - Explain how Cub Scouting is organized.
  - Briefly explain the advancement program (this will be reviewed in more detail at the Parent Orientation meeting)
  - Explain the fun activities Cub Scouts can participate in.
Discussion with parents while boys are out of the room

- Ask parents to fill out the talent survey sheet. Explain that the pack will be asking every parent to help in some way during the year. Some dens may need den leaders, but every parent will be asked to serve as a helper or on a sub-committee. The talent survey form will help the pack find the right job for each person.
- Have parents complete the *Youth Application*, going over it with them step by step.
- Review the family’s financial commitment upon joining the pack. Discuss registration fees, den dues, and money-earning projects of the pack.
- Discuss *Boys’ Life* magazine, its value, and cost.
- Emphasize the importance of the complete uniform.
- Answer any questions.
- Collect applications, registration fees & talent survey forms.
- Before the boys return for the closing – explain to the parents that the Boy Scouts of America has Youth Protection Policies in place that are designed to keep Scouting safe for the boys and adults. Ask each parent to become familiar with these policies by completing the Youth Protection Training online at [https://my scoutsing.scouting.org](https://my scoutsing.scouting.org) before the Parent Orientation meeting.

7:00 Closing Assigned to____________________

Announce the dates for the following meetings & events:

- Parent Orientation Meeting
- Cub Scout Fun Day activity

Share an inspirational thought that emphasizes the importance of family involvement

Thank everyone for coming

7:15 Clean Up Assigned to____________________

*Immediately after the meeting:*

- Make sure that your pack treasurer is in attendance so they can write a check for the registration and Boy’s Life fees that are due (especially important if you charge parents more than the national registration fees).
- Turn in the new youth applications and fees to the district volunteer. Every application has multiple copies, so your pack will be able to keep a copy for your records.
- **Make sure that someone (Cubmaster, Pack Chair, etc.) calls the district professional that night to report how many youth were recruited.**
Sample Parent Orientation Meeting Agenda

6:00  Set Up

Set up tables and chairs as needed.

Make sure all materials and equipment are on hand.

✓ Den rosters from recruiting meeting
✓ Blank youth and adult registration applications (for any new families)
✓ Boys’ Life mini-magazines
✓ New Family Orientation Guides
✓ Parent Talent Survey Sheets
✓ Pack Calendar & Contact Information
✓ Ceremony and games equipment

6:30  Start the Meeting

Opening
• Lead the Pledge of Allegiance

Pack Programs
• Discuss the pack’s plans for the future, mentioning some of the more exciting activities.
• Discuss the Cub Scout Fun Day and distribute registration forms.

Have the boys go to another room for games and activities.

6:45  Parent Involvement

Have families sit together (by age group)

Discuss parent involvement

• Explain that the Cub Scouting program is an all-volunteer organization. Our pack is successful because each parent volunteers in some way during the year to help the pack. Some people run the den or pack meetings. Some people take a “behind the scenes” role on the pack committee and help with planning, paperwork or other administrative type duties. And some people are not available to help every month, so they volunteer for short term projects such as the Pinewood Derby, Blue & Gold Banquet, outdoor events, field trips, etc.

• Introduce any people that were recruited since the first “recruiting” meeting.

• Don’t ask for volunteers in this group setting yet (most people don’t volunteer when asked this way).
• Have the pack trainer or an experienced leader talk about helping new leaders get started – Youth Protection, Fast Start training, This is Scouting, Leader Specific, Roundtables, and monthly pack leaders’ meetings.

• Show how the Cub Scout den meeting plans and resource books are available online.

• Discuss adult registration fees and uniforms.

7:00 Finish Recruiting

For dens that already have a den leader:
• The den leader discusses den-meeting dates, times and locations.
• Recruits parents to assist with den meetings or serve on the pack committee.

For dens that don’t have a den leader:
• Another pack leader will need to guide the discussion.
• Talk with individual parents to secure den leadership.
• Discuss possible meeting dates, times and locations.

Adult Leader Registration
• Review the purpose of registration and answer any questions.
• Collect all applications and fees.

Bring the boys back into the main meeting
• Explain Cub Scout Fun Day

Make reminder announcements
• Next Pack meeting
• Upcoming training courses
• Popcorn sale dates

7:25 Closing Ceremony

7:30 Fellowship

Have snacks and refreshments available

7:45 Clean Up

Immediately after the meeting:
• Turn in the new adult leader applications to the Pack Chair (for approval).
• Give any registration fees collected to the pack treasurer.
• Make sure that someone (Cubmaster, Pack Chair, etc.) calls the district professional that night to report how many new leaders were recruited.
Download-able Joining Night Power Point Template
Available at www.catalinacouncil.org under membership resources

Your *welcome* screen.
Have this slide up and ready to greet your new families.
It also ensures that you’re ready to present the slideshow when the time comes.

This slide tells about the age groups and the aims of Scouting.

This slide gives families that are new to Scouting a better sense of what Dens are.
Highlight your Pack’s major events to show new families how active you are and the kinds of things your Pack does throughout the year.

You may want to distribute your Pack calendar at this time.

Service is a big part of Scouting and can be a deciding factor for families choosing to get involved.

Highlight your Pack’s unit service projects for the year and explain the importance of each community effort.

As part of your budget planning process you should have fees set in advance of the Joining Night. Show families what their money is going to be spent on.

Collect all fees at the Joining Night then have your Pack’s treasurer write one check to Catalina Council, BSA to cover all fees.
Explain to new families what the Scout uniform represents and what pieces your Pack requires and/or provides.

Pass out the Scout Shop flyer found in the Joining Night crate.

Now that you’ve explained the cost of Scouting, you should explain any opportunities that your Pack has to fundraise as well!

Families will be happy to know that they can help earn funds to offset the cost of Scouting.

Don’t overwhelm new families with a laundry list of positions your Pack needs filled. Instead, highlight a couple of key positions but talk less about titles and more about actions.

We need someone with a pick-up truck to get the Pack’s popcorn on Saturday the 12th sounds better to would-be volunteers than We need a distribution kernel.
Meeting Dates

Pack Meetings
Day of each Month (Sept.-May) 0:00pm
Name of location
Address

Den Meetings
Day of each week (Sept.-May) 0:00pm
Name of location
Address

Make sure everyone knows when your general meetings are. Don’t assume that people know where all places in your community are located. Provide street addresses and the zip code so that a GPS can help families find things.

Fall Activities

- Rocket Launch – List date(s)
- Webelos Woods – List date(s)
- Scouting for Food – List date(s)

List the immediate dates for events and activities that families need to be aware of and that Scouts can start getting excited about.

How to register today:

- Turn in a Youth Application
- $____ Joining Fee
- Parent Talent Survey

Scouting has a wealth of information available to families and volunteers alike. There is so much in fact that it can get very confusing, very quickly.

Simplify your messages and provide it families in digestible bites

Your Pack has many needs, but focus this meeting’s message on youth registration and Parent Talent Surveys.