

## **2021 Family Friends of Scouting (FOS) Presentations Tracking**

### **IN-PERSON**

Defined as a Family FOS presentation held in front of people at a unit meeting (typically a Pack Blue & Gold, Troop Court of Honor, etc.). This has historically been the most common method of Family presentation, especially prior to COVID-19.

The logged presentation date is the date of the first presentation. This is typically the presentation that generates the highest volume of contributions (combination of pledges and payments) from families. For many units, this is the only presentation; some units may choose to conduct additional follow-up presentations to continue their fundraising efforts.

This presentation is conducted by a trained Family FOS presenter. He or she turns in all FOS pledges and payments within 48 hours of the presentation taking place.

### **VIRTUAL**

Defined as a Family FOS presentation held during a virtual (Zoom, Google, Webex, Microsoft Teams, etc.) unit meeting that includes parent participation. Ideally this meeting is hosted by the unit; resources may be available from the council if needed and require ample advance notice for scheduling purposes. The presenter needs to be sent an invitation to join this meeting; they should follow the same presentation script or format they've used previously to be successful but consider the possibility that some modifications may need to be made for the virtual meeting setting.

The logged presentation date is the date of the first presentation. This is typically the presentation that generates the highest volume of contributions (combination of pledges and payments) from families. For many units, this is the only presentation; some units may choose to conduct additional follow-up presentations to continue their fundraising efforts.

A fillable pdf pledge card will be available for virtual presentations. Additionally, online giving can be done during this presentation. Three Harbors Council is currently working on making a Text-to-Give option available soon.

This presentation is conducted by a trained Family FOS presenter. He or she turns in all FOS pledges and payments within 48 hours of the presentation taking place. The presenter should collect all fillable pledge cards from those making gifts and send all pledge cards to their DE in a single email as turn-in.

### **CALL / EMAIL / TEXT CAMPAIGN**

Defined as a Family FOS presentation conducted primarily by individual outreach by a trained FOS presenter and/or unit leader to all members of a unit to solicit their FOS gift. The presenter is responsible for contacting EACH FAMILY in the unit, not just past donors, to have a brief and meaningful conversation about the FOS campaign and give each family the opportunity to make a gift.

There are two options for logged presentation dates using this method:

- If conducted all in one night by a presenter/unit leader and/or other qualified volunteers, the logged presentation date is the date of the Call Night / Text Night.

- If conducted over a specified timeline (three nights, one week, etc.) by a presenter/unit leader and/or other qualified volunteers, the logged presentation date is the completion date of the timeline.

This presentation is conducted by a trained Family FOS presenter. The presenter may complete the pledge card during a conversation with the donor and should provide a copy of that pledge card to the donor; if the presenter fills out the pledge card for the donor, the presenter should initial the pledge card, include date/time of phone/email/text conversation, and indicate method of acquiring pledge (phone/email/text). *If an email approval can be obtained from the donor to include with the pledge card, that is preferable.* If the donor would rather complete a pledge card him/herself, the presenter should collect all fillable pledge cards from those making gifts and send all pledge cards to their DE in a single email as turn-in within 48 hours of completion date. Along with pledge cards, notes indicating method of gift (online, text, etc.) should be forwarded to the DE so they can track expected gifts. Pledge cards that include payment information should be forwarded as soon as possible to allow timely processing.