



2018 Recruitment Basics

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Packs Need to “*Be Prepared*” for New Cub Scouts

Packs with an excellent track record of recruiting and retaining members have one thing in common – they are prepared to receive new Cub Scouts into their program. What does this mean? A pack is prepared to receive new members when the leaders have:

- ✓ Created a program **calendar** for the next year with input from youth and families.
- ✓ Created a reasonable **unit budget** and are good at explaining how much Scouting costs and how the parents can help pay for the program.
- ✓ Prepared a **well-planned Sign-Up meeting** that sells the benefits of Scouting.
- ✓ Evaluate your pack’s succession plan to determine the leadership positions that need to be filled and have a **game plan for recruiting parents** to fill those vacancies.
- ✓ Identify current pack leadership that will serve as immediate **new-leader mentor(s)**. Mentoring helps provide support to new leaders to include, but is not limited to: den organization, meeting location and time arrangements, training, resources, information regarding district and council events, as well as encouragement and advice.
- ✓ Developed a plan to contact each of the families after the Sign-Up meeting to remind them about the **Parent Orientation** meeting. When the new parents attend the orientation meeting, the pack program can be explained in more detail in terminology that is easily understood by the parents.
- ✓ **Scheduled den and pack meetings to start right away**. Families that don’t attend the first few meetings are contacted to make sure they knew when and where the meetings are held.
- ✓ Invited families to **participate in a fun outdoor activity**. The Cub Scout Day of Awesomeness can meet this objective.
- ✓ Identified any problems that may make members leave and find solutions as quickly as possible.

Timeline

April

- Brainstorming workshop with youth for annual program plan. Plan to have a year-round program. See Ideal Year of Scouting Guide.
- Recruit Unit Coordinator for pack
- District Membership Chair, School Night Chair, District Chair, and District Commissioner School Night Kickoff
- Meet with school principal to:
 - Update on pack membership, activities, and values of Scouting program.

- Talk about service project(s) your pack can do for the school during next school year. 1-2 per year.
- Select possible dates for school night after school open house in August / early September. Preferably the 3rd, 4th, or 5th week of school.
- Commitment to allow flyers to be handed out and school talk to be conducted.
- Ask about parents they would recommend to leadership roles (especially K parents for new Tiger Den Leaders)

May

- Committee meeting – whittle down program ideas from brainstorming session taking out those not feasible, start adding possible cost to events and activities.
- Pack meeting – Youth given 1st, 2nd, and 3rd choice stickers for possible program ideas OR give 2 or 3 choices / month and have youth vote for favorite.

June

- Finalize annual program plan and budget for program year.
- Create marketing plan for unit. Use at least seven (7) methods to promote school night for Scouting.
- Discuss follow-up recruitment after initial school nights. Ensure that youth have at least two (2) chances to join in fall.
- Pack attends Cub Scout Day Camp (Activity #1 Summertime Pack Award)
- Confirm leadership that is returning in fall and what holes need to be filled. Prospect and select best candidates for those positions and recruit.
- Speak to troops at camp about helping pack with recruitment efforts. Focus on troops who typically receive Webelos Scouts that cross over from your pack.

July

- Pack has activity # 2 for Summertime Pack Award.
- Attend Cub and Webelos Camp at Camp Cornhusker

August

- Communicate annual program plan and budget to existing parents and youth.
- Pack has activity # 3 for Summertime Pack Award.
- Have flyers promoting school night ready to hand out at your schools back to school night and hang posters in hallways to promote first school night. Put up yard signs (not on school property but perhaps on other side of street). Secure School Rosters and call parents and invite to join Cub Scouting at School Night
- Attend your schools “back to school” night and promote first and second school night for Scouting
- Coordinate with your district professional to conduct School Talks and to prepare flyers for 2nd recruitment event/night.
- Conduct at least one School Night

- Ensure proper “on-boarding” of new parents and families into Scouting
 - Welcome all new youth and parents with a phone call within 24 hours of school night. Thank them for joining and promise it will be a great year of fun and adventure
 - Follow up with all families that attended but did not join within 24 hours to find out why and offer solutions.
 - Give new families a copy of annual program plan, budget, and pack newsletter.
 - Hold parents meeting to get them involved in unit programming and have them commit to helping with 2 or 3 activities throughout the year.
- 1st den meeting happens within 2 weeks of school night.

September

- Pack meeting. Welcome and recognize new families. Have a good fun pack meeting, not a business meeting for the parents. Promote Cub Scout Day of Awesomeness.
- Follow up with parents/families that joined at school night but did not attend 1st pack meeting.
- 2nd recruitment night/event held inviting new youth to join Scouting.
- Review Parent Interest Surveys to help select and specifically ask for leaders.
- Host a special parent orientation night to share pack details and select leadership.

October

- New Cub Scouts Awarded Bobcat Badge at pack meeting.
- Share school night and recruiting results with principal.

November

- Conduct unit membership inventories to ensure all active youth are registered and get a reading on retention in each unit.
- Complete Annual Charter

Principal Visits

Building and maintaining a strong relationship with your pack’s elementary school is important to have and effective Cub Scout recruitment effort. A meeting with the school principal will strengthen relationships and foster support for recruitment efforts. This meeting should happen in April/May and consist of key unit leadership and Scouting professional. Take no more than 2 or 3 people into the meeting as to not overwhelm him/her. This meeting should last no longer than 20 minutes. Sample working agenda for the principal visit would be as follows:

1. **Welcome and introductions –** **Pack Leader from School**
Take a minute to introduce everyone to each other. Be sure to thank principal for taking time to meet with you. Find out if principal has any Scouting background either as youth or as an adult.
2. **Update principal on pack** **Pack Leader from School**
 - a. Share roster of pack so principal can see kids and parents that are involved in Scouting.
 - b. Share key program items that your pack.
 - i. Service projects
 - ii. Field trips and other learning opportunities
 - iii. Density served in school

3. **Service opportunities for School** **Pack Leader from School**
 State that in the next school year, your pack would like to conduct 1-2 service projects for the school. Take a couple minutes to brainstorm ideas come to agreement of what that service project should be. Some suggestions include: Help with book fair; Help clean up after school carnival or other events/activities; Pick up trash on playground before start of school or other grounds beautification projects; or Cub Scout help mentor another student in reading.
4. **Why Scouting is Important** **Scouting Professional**
 - a. Tufts University Study
5. **Recruiting** **Pack Leaders From School**
 - a. Ask when school open house is scheduled and secure permission to attend to promote school night.
 - b. Ask about possible dates to conduct school night after open house (usually the next week).
 - c. Ask about permission to hand out flyers, put up posters and conduct school talks.
 - i. Classroom, assembly, lunchroom, recess, closed circuit TV, morning announcements, etc.
6. **Volunteer Recruitment**
 Ask about Kindergarten parents that may make good Tiger Cub Den Leaders.

Leader Recruitment Tool – “The Yardstick Story”

Supply needed – Yardstick

Objective – To emphasize the amount of time in a child’s life where parents are the number one influencer and how a portion of that time correlates to the “Cub Scout years”.

(Stand holding the yardstick about chest high).

Look at this yardstick as your child’s life. Each inch is about 2 years. The 36 inch yardstick becomes 72 years, about the average person’s lifespan. Here they are today (**point to the 3 or 3 ½ inch mark**). Here is where they started school at 5 (**point to the 2 ½ inch mark**). At this point (the 5 inch mark) they will be starting middle school or junior high. And here (**9 inch mark**) they graduate from high school. And four years later they may be graduating from college and starting a career and family.

All of that lies ahead in the future. Here today (**again point to the 3 or 3 ½ inch mark**), these are critical years in your child’s development. These are the years (**spread your thumb and forefinger about 2 inches or 4 years**) when many of their decision-making skills, ethics and moral values will be developed. Besides having fun, these are key elements in the Tiger Cub and Cub Scout program. Studies continue to show that young people who are close to caring adults and involved in this type of youth program are less likely to get into trouble with drugs and crime, and more likely to continue successfully in school.

These 4 years are the years of the Cub Scout – Tiger Cub through Webelos Scout. In Cub Scouting we need every family to get involved this much (**hold up your hand with the 2 inch spread between thumb and forefinger**). “This much” is different for everybody. Your “this much” might be as a committee member, or a den leader. It might be helping to plan an outing, writing a newsletter, working on the Pinewood Derby, or Blue and Gold Banquet. If everyone does “this much”, in your family’s Scouting experience, both you and your kids will have a great experience.

Then, these 4 years (**again pointing to the Cub Scout years – 3 inch to 5 inch**) will provide wonderful memories and a great foundation for the rest of their life (**as you sweep your hand to the 36 inch end of the yardstick**).

Your Pack's Marketing Plan

<p><u>Top 10 List</u></p> <ul style="list-style-type: none"> <input type="radio"/> 1. Pack Information Sheet <input type="radio"/> 2. Organize Visits / Scheduling <input type="radio"/> 3. Flyers <input type="radio"/> 4. Youth wear uniform to school <input type="radio"/> 5. School Visits / Talks <input type="radio"/> 6. Stickers <input type="radio"/> 7. Yard Signs <input type="radio"/> 8. Picture Boards / Power Point <input type="radio"/> 9. School Open House <input type="radio"/> 10. Update your Be a Scout.org map pin and regularly follow up with leads. <p><u>Pack Families</u></p> <ul style="list-style-type: none"> <input type="radio"/> 11. Information Business Cards <input type="radio"/> 12. My Best Friend / "Buddy Card" <input type="radio"/> 13. Invitation Letter <input type="radio"/> 14. Personal Phone Calls / Email Invitation <input type="radio"/> 15. Promote at Church and Other <input type="radio"/> 16. Halloween Candy <p><u>School</u></p> <ul style="list-style-type: none"> <input type="radio"/> 17. PTA/PTO Presentation <input type="radio"/> 18. Be Involved in School Activities <input type="radio"/> 19. Gift Membership <input type="radio"/> 20. Intercom Announcement <input type="radio"/> 21. Video Announcement 	<ul style="list-style-type: none"> <input type="radio"/> 22. Text Book Covers <input type="radio"/> 23. Display Case <input type="radio"/> 24. Personal Letter of Invitation <input type="radio"/> 25. School Marquee <input type="radio"/> 26. Follow up School Night <input type="radio"/> 27. School Lunch Tray Liners <input type="radio"/> 28. Parents Lunch w/child <p><u>Community</u></p> <ul style="list-style-type: none"> <input type="radio"/> 29. Local Newspaper <input type="radio"/> 30. Display Boards a Community Events <input type="radio"/> 31. Patriot Day Flag Ceremonies <input type="radio"/> 32. Pack Special Events in the Community <input type="radio"/> 33. Volunteer for Community Events <input type="radio"/> 34. Church Bulletin Inserts <input type="radio"/> 35. Sports Fields / Recreation Centers <input type="radio"/> 36. Parades <input type="radio"/> 37. Community Marquees <input type="radio"/> 38. Pack Website and/or Public Facebook account <input type="radio"/> 39. Libraries <input type="radio"/> 40. Community Access Television <input type="radio"/> 41. Church Sunday School Presentations <input type="radio"/> 42. Business Window / Counter Displays
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Together we can give every youth the chance to Join Scouting.

Our Pack commits to using these selected methods of invitation to promote our Pack's Join Scouting Night and throughout the year as part of our membership plan.

Cubmaster / Unit Coordinator _____

Our Membership committee commits to supporting your Pack's membership plan by being a resource of material, manpower, and ideas.

District Executive / School Night Coordinator _____

Pack # _____ Normal Pack Meeting Location _____

Date: _____ Time _____

Website _____ Email: _____

After School Night Recruitment Event Suggestions

Each pack should hold at least 2 recruitment events in the fall and one in the spring. The first of those recruitment events should be School Night for Scouting that takes place the 1st full week of school (generally 1 week after the school's *Back to School Night* (open house). Follow up recruitment events or activities should happen year-round, but especially in the 1st months of School – late September and October. Some suggestions for these follow-up recruitment efforts include:

1. Send a follow-up set of flyers home inviting youth to join your September or October pack meeting. Peer to Peer recruiting – create invitations that your current Cub Scouts can hand to their non-Scouting friends at school to invite them to a special activity. It could be a costume party for Halloween, a pack picnic, a fishing derby, or Cub Scout Day of Awesomeness. Event should be fun and exciting for new youth. At the event, invite them to join the pack.
2. “After Sports” recruiting. After a season ends (soccer, football, basketball, etc.) have Cub Scouts that play those sports invite their teammates to join Cub Scouting with them. Present the team mates with the appropriate belt-loop / pin that they already earned by playing those sports as “first award”.
3. Encourage Scouts to invite non-Scouting friends along to pack field trips and activities (trips to the Zoo, Saltdogs Baseball Game, city swimming pool, etc.)
4. Pizza or Skating Party – Encourage Scouts to “Invite a Friend” to join Scouting. Only Scouts that bring a friend get to participate.
5. Hand out invitations to join Cub Scouting at School holiday parties (Halloween, Christmas, or Valentine’s Day). This could be done by Scouts giving friends a bookmark, postcard, or printed invitation with the next meeting date on it.
6. Direct mail. Obtain a school roster from your schools. Processes vary per school district check with your local school for details on how to do this. Send a personal invitation in the mail and follow up with a phone call 2-3 days later with a personal invitation. If rosters are not available, look through school yearbook to gather names of students, personalize invitations and have hand delivered by Cub Scouts next day at school.
7. Give information about joining Scouting to churches in your area. Ask to speak to students during Sunday School, hand out flyers to parents with families after church, put an announcement in church bulletin. This works best with charter partners of Scouting programs.
8. Hold a recruitment event. Additional information on each event can be found on the National website or by clicking the following link: <https://scoutingwire.org/marketing-and-membership-hub>
 - a. Bike Rodeo
 - b. Chess Tournament
 - c. Craft Fair
 - d. Critter Race
 - e. Field Sports
 - f. Fishing Derby
 - g. Kite Derby
 - h. Olympic Day
 - i. S’mores Party
 - j. Rocket Academy
 - k. Treasure Hunt

How to Conduct a School talk

(Please coordinate your schools School talk through your district's professional staff. The professional staff is available to take the lead and conduct your school's school talk even if your pack's coordinator or other unit leadership is unable to assist.)

1. **Preparation**
 - a. Contact the school well in advance to schedule the presentation. Confirm school night date, time, and contact point for the school night.
 - b. Confirm the presentation with letter or phone call.
 - c. Order flyers from council service center.
 - d. Prepare flyers for distribution to teachers (stacks of 20)
 - e. Practice your presentation.
 - f. Secure any necessary props.
2. **Gathering Time**
 - a. Dress in full uniform.
 - b. Arrive 15 minutes early to ensure the school is ready for you and/or reassure them that you are ready.
 - c. Avoid topics that are sensitive issues with schools (shooting BB Guns).
3. **Types of Presentations**
 - a. Assembly for students that stays under 5 minutes each. Be sure you can be heard.
 - b. Room to Room. This type of presentation requires a condensed 3-5 minute talk for each classroom.
 - c. Lunch-time. Many schools will not let you take education time away from the students but if you ask to talk to them at lunch you may get less resistance.
 - d. Recess. Harder because kids are not in one place, but not impossible. Secret is to have a draw to you. For example, set up a model campsite, shoot off water bottle rockets, etc.
4. **How to Make the Presentation**
 - a. At first be stern, disciplined, and well-mannered.
 - b. Then gradually become cheerful, enthusiastic, and silly,
 - c. Remember that you are talking to little children, not adults.
 - d. Keep it short.
 - e. Try to get the students to participate in your presentation.
5. **The Presentation**
 - a. Ask school moderator not to introduce you, as you will take care of that. Merely have them quiet the group down and introduce you as someone who has something important to say.
 - b. Ask if anyone knows what type of uniform you are wearing. You should get a variety of responses: police officer, park ranger, soldier, Boy Scout.
 - c. Introduce yourself and tell them you are indeed a Cub Scout leader and that you are there to talk to them about becoming a Cub Scout.
 - d. Ask students to raise their hands as you rattle off a variety of fun activities that Cub Scouts get to do:
 - i. Who likes to go Camping?
 - ii. Who likes to learn about Nature; animals, birds, trees, go on nature hikes...?
 - iii. Who would like to learn how to shoot a bow and arrow?
 - iv. (Showing a finished and unfinished pinewood derby car) Who would like to build a car like this out of a block of wood like this and race it against your classmates?
 - v. Who likes to go on field trips to places like a police department, fire department, or zoo?
 - vi. Who likes to go fishing?
 - e. "Those are all things you get to do in Cub Scouting? Who thinks that sounds like fun? I would like to invite you and your parents to a special meeting (time, date, location).
 - f. Have some sort of memorable exit. A quick magic trick works well.
 - g. Restate time, date, location and tell them your teacher will hand them a flyer and to take that home to show their parents.
6. **Thank teacher, principal, and school secretary on the way out.**

Volunteer Recruiting Ideas

Every Cub Scout pack needs volunteers to make the program happen. Below are some ideas and hints to help you recruit adult volunteers into your pack.

Recruit volunteers before School Night for Scouting

The most successful packs review their leadership needs and recruit new leaders *before* School Night for Scouting even happens! Consider this example: The den leader for your Wolf den moved out of town this summer. Which do you think would be the better option:

- Wait until School Night for Scouting and hope that a parent with a second grader shows up and (despite having no knowledge about Scouting) volunteers to be a den leader. – **OR** –
- Call last years den leader and ask if he/she could suggest which one of the parents in the den would be a good den leader, then recruit that person to fill the vacancy before School Night.

Recruit volunteers between the recruiting event and the Parent Orientation meeting

- Use the talent survey sheets to find out parents skills.
- After the School Night for Scouting meeting, identify parents that could be den leaders or fill other key roles.
- Talk to them before the Parent Orientation meeting and recruit them to be a leader.

Why Do Adults Hesitate to Volunteer?

They don't know anything about Scouting.

Let them know it is easy to learn and you will help them. Explain that many printed resources are available and training will make it much easier for them.

They are too busy. Aren't we all?

Be realistic about time commitments, and find a job for them that will fit their schedule. If the adult can't commit to weekly meetings and being a den leader, could they they do a once a year job like organizing the pinewood derby? The key here is to have many different jobs available in the pack.

They don't know what is expected.

Give them a position description and explain what resources are available to help them meet the expectations.

Training for New Volunteers

Every Cub Scout pack needs volunteers to make the program happen. To be effective, these leaders need to be trained. The information below explains what training volunteers need to take to be trained for their position. All of these training sessions are available online at <https://my.scouting.org>. You will need to create a user account before completing any of the training sessions.

Youth Protection Training – Before any adult can be registered as a leader, they **must** complete Youth Protection Training. At all times, youth safety is the number one priority. At the same time, adults need to know the rules for keeping themselves safe, too. Comprehensive Youth Protection training teaches all the do's and don'ts of working with youth. This training is offered online or may be taken as part of a district or council training course.

When the adult has completed the online course, they must make sure to print the certificate indicating that they have completed the course. A copy of this certificate must be turned in with the adult leader application.

- New leaders **must** complete Youth Protection Training before submitting their application for registration. The **certificate of completion must be attached** to the application.
- Youth Protection Training must be renewed every 2 years. If a volunteer's Youth Protection Training is not renewed at the time of recharter, the volunteer will not be reregistered.

Position Specific Training – Based on the leader's position. These courses are available online and also as classroom sessions in the district. Position specific training sessions are available for these leadership positions:

- Tiger Cub den leaders and assistants
- Wolf and Bear den leaders and assistants
- Webelos den leaders and assistants
- Cubmasters and assistants
- Pack committee members



Supplemental Training

Roundtable – Your district holds a leader roundtable monthly to share program ideas/suggestions, address problems/concerns, and to share information on upcoming events/activities.

“Live” Training – On-line training is good, but in-person training is better because it allows you to interact with the instructor and fellow participants and to ask questions.

Recruitment Event Meeting Agenda

6:30 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
 - ✓ *Boy's Life* mini-magazines
 - ✓ Pack Calendar & Contact Information
 - ✓ Parent Talent Survey Sheets
 - ✓ Ceremony and games equipment

6:45 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
- 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.

7:00 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

- 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.

Have the youth go to another room for games and activities. Have at least two adults leading the new Cub Scouts.

Discussion with parents while youth 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. Talk about the differences of "registration fees" (what it cost to join) vs. "participation fees" (annual program cost). Discuss registration fees, den dues, and money-earning projects of the pack. Allow registration fees only to be paid the night of joining. Dues and other expenses should be decided after pack's annual fundraiser.
- Discuss *Boy's Life* magazine, its value, and cost.

- Emphasize the importance of the uniform.
- Answer any questions.
- Collect applications, registration fees & talent survey forms.
- Before the youth 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 youth and adults. Ask each parent to become familiar with these policies by completing the Youth Protection Training online at <https://my.scouting.org> before the Parent Orientation meeting and printing the certificate.

7:45 Closing**Assigned to** _____

Announce the dates for the following meetings & events:

- Parent Orientation Meeting
- Cub Scout Fun Day

Share an inspirational thought that emphasizes the importance of family involvement (suggestion – “The Yard Stick Story”)

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.
- If an individual is interested in being a leader, checkmark the “Interested in Helping” column on the Parent Attendance Sheet. This will ensure they will begin to receive essential resources.
- Turn in the new youth applications and fees to the district volunteer or at the turn in, and exchange shirts. If Lions turn in extra resources. 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.**

Parent Orientation Meeting Agenda

6:30 Set Up**Assigned to** _____

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)

- ✓ *Boy's Life* mini-magazines
- ✓ Parent Talent Survey Sheets
- ✓ Pack Calendar & Contact Information
- ✓ Ceremony and games equipment

7:00 Start the Meeting**Assigned to** _____

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 Day of Awesomeness and distribute registration forms.

Have the Cub Scouts go to another room for games and activities.

7:15 Parent Involvement**Assigned to** _____

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, Online Leader Specific, Roundtables, and monthly pack leaders' meetings.
- Show how the Cub Scout den meeting plans and resource books are available online and at Council Shop.
- Discuss adult registration fees and uniforms.

7:40 Finish Recruiting**Assigned to** _____

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 Cub Scouts back into the main meeting

- Explain Cub Scout Day of Awesomeness

Make reminder announcements

- Next Pack meeting
- Upcoming training courses
- Popcorn sale dates

7:55 Closing Ceremony

Assigned to _____

8:00 Fellowship

Assigned to _____

Have snacks and refreshments available

8:15 Clean Up

Assigned to _____

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.**