



FOS INSTRUCTIONS FOR THE PRESENTER

To the Presenter:

Hi! Thanks for taking the time to help us with this year's FOS campaign. Your time and efforts are greatly appreciated by the youth in our council.

Your FOS Presentation Kit should include the following:

- (1) Projector (If requested)
- (1) Speaker (If requested)
- Please download presentation videos from the council website
- Script for use with video
- Script for use without video (just in case of technological malfunctions)
- The “true” cost of scouting – Why FOS is so important (this is for your education)
- What the council does for the Leader and Unit (this is also for your education)
- The Bowtie Presentation (explanation of the presentation 3-part process)
- Sample Emails
- Overcoming Objections
- Script for Presenter Introduction
- Free Rank Advancement Incentive Instructions – **Please give to Unit Leader at presentation**
- Patches & Unit Participation Ribbon
- Pens
- Current FOS Pledge cards
- Unit Report Return Envelope & Transmittal Report

Please take some time to read all of the enclosed materials to help you gain a better understanding of the presentation process and why FOS is so important to our council. The more you understand the better the Unit response will be.

Make sure you do a trial run with the AV equipment before the night of the presentation – if there are any issues, you want to know about them ahead of time. **TEST IT AND TEST IT AGAIN!** Please don't hesitate to contact me if you have problems and we'll work something out.

When the presentation is complete, return the kit and any collected pledges in the Return Envelope **within 1 week** so that we can follow-up with families not in attendance, and also process pledges and payments in a timely fashion.

If you have any questions, please don't hesitate to call your Friends of Scouting contact below.

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Again, thanks so much for helping with this year's Family Friends of Scouting Campaign!

