National
Capital
Area
Council

Year Round District Recruiting Calendar 2011

This year round recruiting calendar provides Scout Leaders and Committee Membership Chairs a roadmap of District wide recruiting events and associated activities supporting these events. All Scouters are encouraged to use this guide as integral component of their unit's annual program planning. Since Scout recruiting is tracked on a calendar year basis, this guide is updated and published annually in late fall of each year for the next calendar year.

A Scouter's Guide to Recruiting Events & Activities

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The Year Round District Recruiting Guide is reviewed, update, and published annually by the District Vice Chairman for Membership. Everyone is encouraged to submit recommendations and comments for improving this guide. Direct all comments to the Bull Run District Vice Chairman for Membership: Bill Castle at wcastle@comcast.net.

TABLE of CONTENTS

Quick Glance Calendar/Timelines of Recruiting Events…….…….. 1

General Thoughts on Recruiting…….…..….…… 1

Benefits of a Year Round Recruiting Guide…….…..…….. 2

Identification of Roles & Responsibilities…….…….….….…… 3

SECTION I - Join Scouting Night (JSN)…….…….…….…….…… 5

SECTION II - Spring Rally…….…….. 11

SECTION III - Webelos-to-Scout Transition (WTS)…….…….….…….. 15

SECTION IV - Troop/Crews Open House…….…….…… 21

SECTION V - Boy-to-Boy Recruiting…….…….…….…….. 25

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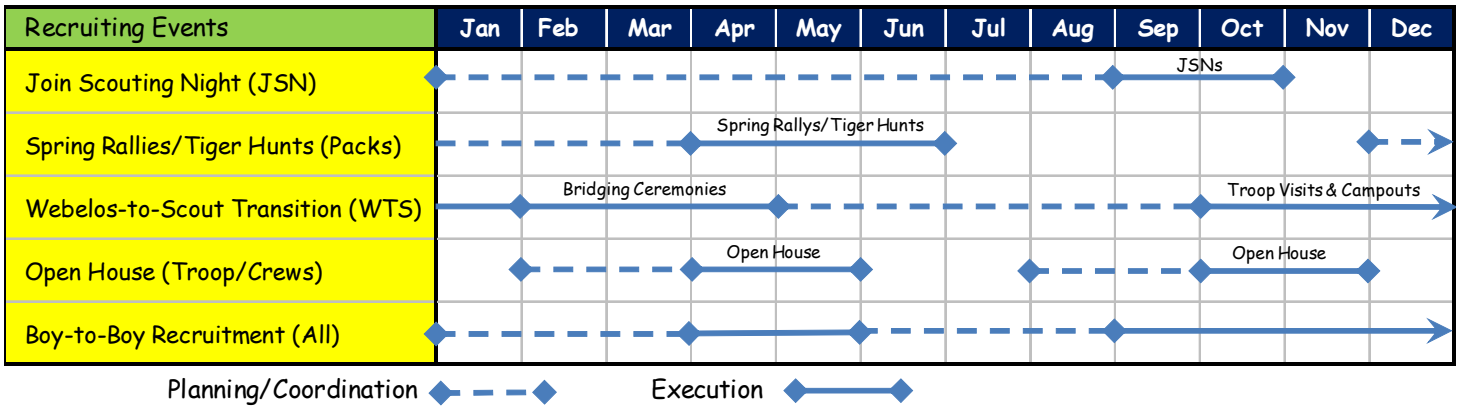
Quick Glance Calendar of Recruiting Events



General Thoughts on Recruiting

A steady flow of youth into Scouting is essential to maintaining the unit's health. New Scouts bring energy and enthusiasm to the unit program.

A unit should strive to add at least 10 new Scouts every year to avoid the pitfall of shrinking membership. A Cub Scout pack should look at the number of their Webelos Scouts transitioning to Boy Scouts and try to recruit at least twice that number of new Tiger Cubs.

Having a year-round growth plan in place will help attract new Scouts.

The first step for any recruitment effort is to appoint a unit committee member to serve as the unit membership chair. This person will develop and implement a year-round growth plan that incorporates all methods of recruitment, while working closely with other units in the community, the district membership committee, and the unit commissioner.

There are at least four or more methods for recruiting new Scouts:

- Boy-to-Boy Recruiting (Bring a Friend to Scouts)
- Joint Scouting Night
- Webelos-to-Scouts Transition
- Troop/Crew Open House
- Community Events (festivals, fairs, parades, etc)

A unit's year-round growth plan should include all appropriate methods that support membership growth.

Benefits of an “all inclusive” year round timeline of recruiting activities

This “all inclusive” recruiting guide should be a useful tool for cross referencing specific unit recruiting activities with District wide recruiting events.

Adults Scout leaders, especially those who are new to Scouting and the organization, will be able to get a quick overview of the annual recruiting events - with associated activities and time periods/dates during which the activities are to take place.

Adult Scout leaders will able to include key recruiting events into their unit annual program planning.

Adult Scout leaders will be able to better prepare for and determine the number of Scout volunteers need to support specific recruiting events.

Scout leaders may be better prepared to discuss time commitments required of potential volunteers by having knowledge of the annual recruiting events and start and stops dates of associated activities.

Scout volunteers, having fore knowledge of these recruiting events and activities timelines, may be in a better position to choose those activities that fit their interest, skill set, and time availability.

An overview of recruiting events throughout the year should make it easier for a new volunteer to comprehend the degree of effort that is required at the unit level to have a successful recruitment.

The timeline serves as a convenient overview and a check list for the District Vice Chairman for Membership as a way to keep track of progress on events during the year.

In summary, the Year Around Recruiting Guide should benefit all Scout leaders and Scout volunteer in doing a better job of planning ahead for recruiting events, thus minimizing the need for extraordinary last minute efforts by a few to pull it together.

The Year Round Recruiting Guide will be included on the District webpage under the Membership tab.

This guide is considered a work in progress, although it is intended to be useful at once. The utility of the guide can be improved as feedback is received. Suggestions regarding the content, layout, and accuracy of information are welcomed. You should communicate your suggestions to the Vice Chair Membership.

Identification Key for Role Responsibilities

Refer to the following abbreviations of Scouter roles
used throughout this document:

KEY:

- **ADC** - Assistant District Commissioner
- **DC** – District Commissioner
- **DE** – District Executive
- **DJSNC** – *District JSN Coordinator*
- **CM** - Cubmaster
- **JSNC –** Joint Scouting Night Coordinator
- **PCC** – Pack Committee Chairman
- **PLC -** Patrol Leaders' Council
- **PMC –** Pack Membership Chair
- **SM -** Scoutmaste**r**
- **SPL** – Senior Patrol Leader
- **TCC –** Troop Committee Chair
- **TMC** – Troop Membership Chair
- **TG –** Troop Guide
- **UC** – Unit Commissioner
- **WDL –** Webelos Den Leader

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SECTION I

Join Scouting Night (JSN) Timelines and Planning Guide

Overview

Join Scouting Night (JSN) is a recruiting event held at every elementary school to give the youth served by that school an opportunity to join cub scouts. It is a cooperative effort between the District membership team and the pack's leadership. Join Scouting Night should be a fun, informative night for prospective families. The goal for the evening is to register youth in Cub Scouts.

The Join Scouting Night should take place on a weekday night starting in late August through September and possibly into October depending on the school calendar. Join Scouting Night should not take place on the same night as "Back to School Night" or the monthly pack meeting. The Pack JSN team should have a table set up at the Back-to-School night with their pack information, a Parent's Guide to Cub Scouting, and a sign-in sheet for follow up.

This Join Scouting Night planning timeline is designed to provide easy to follow steps in preparation for, planning, training, conducting, and following up your Joint Scouting Night event. This will make it easier for the packs and Districts team to accomplish the mission of ensuring every youth has an opportunity to know about and join Boy Scouts.

Identification Key for Role Responsibilities

Refer to the following abbreviations of Scouter roles
for Join Scouting Night:

KEY:

- **DE** – District Executive
- **DC** – District Commissioner
- **VCM** – Vice Chairman Membership
- **DJSNC** – District JSN Coordinator
- **CM** - Cubmaster
- **PMC –** Pack Membership Chair
- **JSNC –** Joint Scouting Night Coordinator
- **JSNH** – Joint Scouting Night Helper
- **DL** – Den Leader (Tiger, Wolf, Bears, Webelos)
- **SM** – Scoutmaster
- **SRC** – Spring Recruitment Chair
- **TMC** – Troop Membership Chair
- **UC** – United Commissioners

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Joint Scouting Night Planning Timelines

January - JSN

Activity	Responsibility
1. Join Scouting Night training for professional Scouters	**Council/DE**
2. Present Council plan to District and Units to start their planning process	**Council/DE, VCM, PCC, CM, PMC**
3. District JSN planning meeting	**VCM**
4. Units complete membership inventory	**UC, PCC, CM, PMC**
5. Units start JSN preliminary planning – seeking volunteers	**PCC, PMC, CM**

February - JSN

Activity	Responsibility
1. Units rechartering completed – Set membership growth goals	**PCC, PMC, CM**
2. Units start JSN preliminary planning – seeking volunteers	**PCC, PCM, CM**

March - JSN

Activity	Responsibility
1. Recruit District JSN Coordinator	**VCM**
2. Develop outline and agenda for May JSN Coordinator Training	**VCM**
3. District Membership Committee meet and approve resources for Fall JSN	**VMC**
4. Complete list of all elementary schools in the district	**DE, DJSNC**
5. Develop District training plan and Unit Training Schedule	**VCM**
6. Begin recruiting unit's JSN Coordinators & team	**PCC, PMC, CM**

April - JSN

Activity	Responsibility
1. Contact all school superintendents	**Field Director/DE**
2. Develop District plans for school's without packs	**DE, VCM**
3. Develop Pack's plans for recruiting from local schools w/o packs	**PCC, PMC, CM**
4. Provide Unit JSN Coordinator Contact Information to District team	**PCC, PCM, CM**

Joint Scouting Night Planning Timelines

May - JSN

Activity	Responsibility
1. Conduct District JSN training for unit leaders and JSN Coordinators (coordinated with Program Launch Roundtable)	**VCM, DJSNC**
2. Units JSN team identified and in place	**PCC, PMC, CM**
3. Units begin contacting School Principals – confirm JSN dates, room-to-room visits for the day before Join Scouting Night	**JSNC**
4. Units continue JSN planning for Fall JSN event	**PCC, PMC, JSNC, CM**

June - JSN

Activity	Responsibility
1. District membership team training at Key Scouter Workshop (Camp Snyder)	**VCM, DJSNC**
2. Units continue contacting School Principals to confirm JSN dates, room-to-room visits for the day before Join Scouting Night	**CM, PMC, JSNC**

July - JSN

Activity	Responsibility
1. Confirm school assignments, JSN dates, Back-to-School nights	**DJSNC, JSNC, PMC**
2. Complete unit health evaluation (leaders inventory)	**DC, ADC, UC**

August - JSN

Activity	Responsibility
1. Confirm or reaffirm JSN dates with school Principals	**DE, DJSNC, JSNC**
2. Plans developed for Red/Yellow units to get them ready for JSN	**DC, ADC, UC, DJSNC**
3. Conduct District JSN training for unit leaders and JSN Coordinators	**DJSNC**
4. Packs pickup up JSN recruiting material & supplies	**JSNC**
5. Pack complete final planning for JSN	**CM, JSNC, PMC**
6. Place posters in all elementary schools	**DE, DJSNC, JSNC**
7. Submits flyer printing requests to District (allows 1-2 weeks)	**JSNC**
8. Deliver flyers for inclusion in first-day take-home packet	**DE, DJSN, JSNC**
9. Contact all unit leaders to review plans and confirm school assignments	**DJSNC, JSNC**
10. Announce registration & fees turn-in dates, times, and location	**DE, DJSNC**
11. Back-to-Pack program in all packs	**PCC, PMC, CM**
12. Conduct JOINT SCOUTING NIGHT	**DJSNC, JSNC**

Joint Scouting Night Planning Timelines

September - JSN

Activity	Responsibility
1. Packs pickup up JSN recruiting material & supplies	**JSNC**
2. Conduct Boy Talk (room-to-room visits) day before or day of JSN	**JSNC**
3. Conduct District JSN training for unit leaders and JSN Coordinators	**DJSNC**
4. Deliver flyers for inclusion in first-day take-home packet	**DE, DJSN, JSNC**
5. Back-to-Pack program in all packs	**PCC, PMC, CM**
6. Conduct JOINT SCOUTING NIGHT event (not pack meeting night)	**DJSNC, JSNC**
7. Turn in all applications and fees to District representatives	**JSNC**

October - JSN

Activity	Responsibility
1. Conduct follow-on JOIN SCOUTING NIGHT activities with normal pack meeting (Pack Open-House)	**JSNC, CM**
2. Complete all follow-up (from sign-in sheets)	**JSNC**
3. Turn-in all follow-up registration and fees	**JSNC**
4. Send Thank You notes to workers, principals and superintendents	**DE, JSNC**

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SECTION II

Spring Recruiting – Tiger Hunts

Overview

Spring is a great time to recruit new Cub Scouts, especially Tigers!!!

Kindergartners are eligible to register after June 1st.

The Pack is getting ready for its biggest adventure of the year – CAMP!!!
Once a boy goes to camp and has a good time he will be hooked!!

Why now (Spring)?

- Kindergarteners are available and not overwhelmed with joining opportunities.
- Summer is a great time for families to do Scouting together.
- They have the option to participate in Family Camp and Day/Twilight Camp this summer and be really excited about scouting before their den even starts.
- You can identify and help new Tiger Leaders prepare to have their den rolling in fall and avoid the fall rush and pandemonium.

Spring Recruiting Made Easy

A boy may join cub scouts at any time during the year, but there are certain times when it seems to make more sense. Fall recruiting, at the start of the school year, is one of those times of course; but has your pack considered a Spring Recruiting effort? This can be accomplished with minimal work on your part, and can be especially successful if you have a summer program (at least one event each month) in place to keep the new boys strongly interested until school starts. What we have in mind for spring recruiting drive is very simple and by dovetailing the spring recruiting drive or spring Join Scouting Night with a spring Pack Meeting won't require pulling resources for an entirely separate event.

How it Works

<u>Preparation</u> (Bring the new families to you)

1. Identify the date of your regularly scheduled Pack Meeting that falls between April 15 and the end of May.
2. Two weeks prior to your Pack Meeting, send your Pack Brochure and a flyer announcing your Pack Meeting date, time and place via US mail to rising 1st graders and other older boys not in your program. Address the envelope to the boys, not

the parents (remember how much you loved to get real mail?). Also, send fliers announcing the date and time of your meeting home from school.

3. Three weeks prior to your Pack Meeting, scour your school's PTO directory for the names and addresses of boys eligible to join your Pack.

Execution (Sign them up)

1. Bring plenty of applications and brochures to the Pack Meeting.
2. Have a sign in sheet for the parents to provide their name, phone number and email address so you can follow up after the Pack Meeting.
3. Have a leader in uniform dedicated to greeting the new families as they arrive. Have the boys sit with an age appropriate den and participate in the meeting activities. Inform parents that you will have them meet with the Cubmaster or other leader in the next two weeks.
4. Collect completed applications before the new families leave the meeting.

Follow Up

1. Call District Executive or your Unit Commissioner to arrange for the new applications to be picked up.
2. Call a gathering within two weeks of the Pack Meeting for the new parents. Explain your pack's organization, rank advancement, and parent participation. Have parents select one Den Leader and one assistant for a new Tiger Den at this meeting, and have them fill out Leader Applications.
3. Make sure the new families are aware of your summer schedule so they can join in those events.

How District Will Help:

1. Provide Fliers indicating the date of your JSN Event. You choose the time and place, let District know, and the fliers will be sent to you in time to be taken to school for distribution.
2. Provide training for your recruiting coordinators and Scouting material for hand out at the Pack Meeting .
3. Collect completed applications from you in the day or two after your Pack Meeting.

Spring Rally Planning Timeline

December – Spring Rally

Activity	Responsibility
1. Recruit Spring Recruitment Chair	**PCC, CM**
2. Review summer Pack program to ensure it will be interesting and engaging for current and new Scouts (earn National Summertime Pack Award)	**CM, PMC**
3. Begin Spring recruitment planning	**CM, PMC, SRC**

February – Spring Rally

Activity	Responsibility
1. Spring Recruiting Chair plan/schedule spring recruiting event(s)	**PCC, CM, PMC, SRC**

April-May-June – Spring Rally

Activity	Responsibility
1. Conduct Spring recruiting event (Spring Rally, Tiger Hunt, Spring JSN, etc.)	**SRC, CM**
4. Conduct a Parent's information night	**SRC, CM**
5. Sign up new Scouts for summer activities (summer/day camp, hikes, etc.)	**SCR**
6. Turn-in all new registrations & fees to District	**SRc**

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SECTION III

Webelos-to-Scout Transition (WTS) Timelines and Planning Calendar

Overview

The year-round Webelos-to-Scout timeline and planning calendar is designed as a convenient check list of activities and events that unit leaders need to be considering or be doing at any point in the year. The Webelos-to-Scout Planning Guide and this document will help Webelos den leaders plan their Webelos Scouts transition to Boy Scouts, Scoutmasters develop their new Scout recruitment planning, and improve pack-troop relations. The timeline is not an all inclusive list, but it does try to cover the basic and important activities throughout the year that will make the Webelos transition to Boy Scouting a smooth and efficient process. This timeline is a living document that is reviewed and published annually to reflect the most current schedule of events and activities for the coming recruiting year.

The Webelos-to-Scout timeline starts in August as this coincides with the start of school and starting of Packs and Troops school year programs. The advantage of starting in August, is that Webelos den leaders and Scoutmasters can start the process of requesting, selecting, training, and assigning troop den chiefs to Webelos dens. An August start will also allow early and timely contact between Packs and Troops to start the early planning for fall Webelos Scouts/troop activities such as Troop visits, campouts and Webelos advancement days.

In carrying out the Webelos-to-Scout Transition planning, the pack and troop membership chairs needs to remember some important guidelines:

1. Work closely with a nearby Cub Scout pack.
2. Prepare an effective Webelos-to-Scout plan.
3. Make new Scouts and their parents feel welcome.
4. Use the Bull Run Webelos-to-Scout Transition Planning Guide

The activities included in this plan are taken from the Bull Run Webelos-to-Scout Transition Planning Guide (Oct 2010) and available on at the Bull Run District web page.

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Webelos-to-Scouts Transition Planning Timelines

August - WTS

Activity	Responsibility
1. Start preliminary troop visit planning	**WDL**
2. Plan for Webelos to camp over at the District Fall Camporee	**CM, WDL**
3. Prospect a few Troops to visit during the Fall Camporee	**WDL**
4. Get names, addresses, and telephone numbers of second-year Webelos Scouts. Record the information on the Webelos Scout Tracking form.	**TMC, WDL, CM**
5. Plan a joint Boy Scout troop/Webelos den camping trip for October/November.	**SM, PLC, CM, WDL**
6. Plan a program of upcoming events to present at a Webelos den meeting visit in November	**TMC**
7. Select a Den Chief for each Webelos den	**SM, SPL, CM**
8. Prepare Troop information handouts to give to Webelos dens in September and the Webelos Fair during the October Roundtable	**TMC, SM, SPL**

September - WTS

Activity	Responsibility
1. Welcome new den chiefs for each Webelos den	**CM, WDL**
2. Continue planning troop visits and encourage parents to visit the Webelos Fair during the October Roundtable	**CM, WDL**
3. Mail a letter of introduction from the Boy Scout troop to second-year Webelos Scouts to introduce the troop. Include troop information handout	**TMC, SM**
4. Put second-year Webelos Scouts on the mailing list to receive troop newsletter	**TMC**
5. Continue planning for the Webelos Fair and joint camping trip in the October/November	**SM, PLC, CM, WDL**
6. Complete preparations for the participating in the Webelos Fair	**CC, TMC, SM, SPL**
7. Welcome new den chiefs for each Webelos den	**CM, WDL**
8. Continue planning troop visits and encourage parents to visit the Webelos Fair during the October Roundtable	**CM, WDL**

October - WTS

Activity	Responsibility
1. Attend the District Fall Webelos-to-Scout Transition training session	**CM, WDL, SM, TMC**
2. Conduct the joint camping trip with the Webelos den(s)	**SM, TMC, SPL**
3. Show case your troop at the Webelos Fair held during Roundtable	**TCC, TMC, SMC, SPL**

October – WTS (continued)

Activity	Responsibility
4. Attend Webelos Fair with Webelos Scout parents	**CM, WDL**
5. Webelos dens camp with Scout Troops at the District Fall Camporee	**CM, WDL**
6. Set date(s) for Webelos Scouts and parents to visit a Boy Scout Troop	**SM, WDL**

November - WTS

Activity	Responsibility
1. Attend a Webelos den meeting to teach Webelos Scout how a boy Scout troop works	**SM, TMC, SPL**
2. Have Den Chiefs attend a local council or district training course	**SM, SPL**
3. Set date for Webelos Scouts and parents to visit a Boy Scout Troop meeting in December	**SM, WDL**
4. Host Webelos Scouts and their parents at a Boy Scout troop meeting	**SM, SPL**

December - WTS

Activity	Responsibility
1. Set date for Webelos Scouts and parents to visit a Boy Scout Troop meeting in January	**SM, WDL**
2. Visit a Boy Scout troop meeting with parents	**WDL**
3. Host Webelos Scouts and their parents to show case your Boy Scout troop	**SM, SPL**

January - WTS

Activity	Responsibility
1. Visit a Boy Scout troop meeting with parents	WDL
2. Host Webelos Scouts and their parents to show case your Boy Scout troop	SM, SPL
3. Plan a bridging ceremony at the Blue and Gold banquet in February Bridging Webelos Scouts to Boy Scout	WDL, CM
4. Attend a meeting of first-year Webelos Scouts to introduce them to Boy Scouts	SM, TMC, CM

Webelos-to-Scouts Transition Planning Timelines

February - WTS

Activity	Responsibility
1. Visit a Boy Scout troop meeting with parents	**WDL**
2. Host Webelos Scouts and their parents to show case your Boy Scout troop	**SM, SPL**
3. Plan a bridging ceremony at the Blue and Gold banquet in February Bridging Webelos Scouts to Boy Scout	**WDL, CM**
4. Attend a meeting of first-year Webelos Scouts to introduce them to Boy Scouts	**SM, TMC, CM**

March - WTS

Activity	Responsibility
1. Attend the District Spring Webelos-to-Scout Transition training session	**CM, WDL, SM, TMC**
2. Host Webelos Scouts and their parents to show case your Boy Scout troop	**SM, SPL**
3. Plan a bridging ceremony at the Blue and Gold banquet in February Bridging Webelos Scouts to Boy Scout	**WDL, CM**
4. Attend a meeting of first-year Webelos Scouts to introduce them to Boy Scouts	**SM, TMC, CM**

April - WTS

Activity	Responsibility
1. Attend the District Spring Webelos-to-Scout Transition training session	**CM, WDL, SM, TMC**
2. Plan an outdoor troop activity for new Scouts to get them involved with their new troop	**PLC, SM, TMC, TG**
3. Work closely with new Scouts and parents during transition to the Boy Scout troop, ensuring their needs are met and that their move has been natural and fun	***TMC***

May - WTS

Activity	Responsibility
1. Work on rank advancement with new Scouts	**SM, SPL, TG**

Webelos-to-Scouts Transition Planning Timelines

June - WTS

Activity	Responsibility
1. Ensure that all new Scouts attend summer camp	**TMC, SM**
2. Ensure Webelos attend summer camp	**CM, WDL**
3. Work on rank advancement with new Scouts	**SM, SPL, TG**

July - WTS

Activity	Responsibility
1. Work on rank advancement with new Scouts	**SM, SPL, TG**
2. Ensure Webelos attend summer camp	**CM, WDL**

September - WTS

Activity	Responsibility
1. Welcome new den chiefs for each Webelos den	**CM, WDL**
2. Continue planning troop visits and encourage parents to visit the Webelos Fair during the October Roundtable	**CM, WDL**
3. Mail a letter of introduction from the Boy Scout troop to second-year Webelos Scouts to introduce the troop. Include troop information handout	**TMC, SM**
4. Put second-year Webelos Scouts on the mailing list to receive troop newsletter	**TMC**
5. Continue planning for the Webelos Fair and joint camping trip in the October/November	**SM, PLC, CM, WDL**
6. Complete preparations for the participating in the Webelos Fair	**CC, TMC, SM, SPL**
7. Welcome new den chiefs for each Webelos den	**CM, WDL**
8. Continue planning troop visits and encourage parents to visit the Webelos Fair during the October Roundtable	**CM, WDL**

SECTION IV

Troop and Crew Open House

OVERVIEW

A troop/crew open house can be an effective tool to recruit new Scouts into a troop or crew, especially in the spring when outdoor activities are on the horizon.

For troops, select a date, set up a school rally, and make a presentation to the fifth- and sixth-grade boys to spark their interests, then follow up with an invitation to visit the troop

Crews should follow the same general guidelines outline in the following pages for planning and executing an open house. Obviously, their target group is 13 year boys and girls or who are going into the eighth grade. Set up a school rally, and make a presentation to seventh grade and older boys and girls to spark their interests in your Crew activities.

Crews should also take advantage of High Schools cubs and activities as potential sources for new Scouts to join their crew.

KEY:

- **PLC -** Patrol Leaders' Council
- **SM -** Scoutmaste**r**
- **SPL** – Senior Patrol Leader
- **TCC –** Troop Committee Chair
- **TMC** – Troop Membership Chair
- **TG –** Troop Guide
- **UC** – Unit Commissioner

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Troop & Crew Open House Planning Timelines

February - Open House

Activity	Responsibility
1. Set a date and plan a Troop open house for March	**SM, TMC, SPL**

March - Open House

Activity	Responsibility
1. Conduct a school rally introducing fifth- and sixth-grade boys to Scouting. Have them complete the high adventure survey	**SM, TMC, SPL**
2. Follow up with interested youth by sending a personal invitation to the troop open house and making a personal telephone call to their parents	**SM, TMC**
3. Hold the troop open house to welcome potential Boy Scouts and their parents	**SM, TMC, SPL**
4. Plan a troop activity to get new Scouts involved with the troop shortly after they join	**SM, TMC, TG, PLC**
5. Turn-in registrations and fees to District	**SM, TMC**

April - Open House

Activity	Responsibility
1. Sponsor a troop activity for new Scouts	**SM, TMC, TG, PLC**
2. Encourage each troop member to attend summer camp. Conduct summer camp orientation to encourage full troop involvement	**SM, TMC**

May - Open House

Activity	Responsibility
1. Work closely with new Scouts and parents during their transition to the Boy Scout troop, ensuring their needs are met and that their move has been natural and fun.	**TMC**
2. Encourage each troop member to attend summer camp. Conduct summer camp orientation to encourage full troop involvement	**SM, TMC**
3. Work on rank advancements with the new Scouts	**SM, SPL, TG**

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SECTION V

Boy-to-Boy Recruiting

OVERVIEW

The most effective recruiter in Scouting is a Scout who is enthusiastic about his unit.

Boy-to-Boy recruiting is a continuous year round event. As such, all units are encouraged to include new Scout recruiting as part of their annual unit program planning calendar. Packs should also strongly emphasis and plan for boy-to-boy recruitment as part of their JSN and Spring Rally campaigns. Troops and Crews should also emphasis and plan boy-to-boy recruitment as integral part their effort in the District Fall JSN drive and as part of their Spring Open House events.

It is important to offer incentives for each Scout who recruits one of his friends to join the troop, as well as an overall prize for the top recruiter. When planning boy-to-boy recruiting as part of your annual Fall/Spring recruiting efforts, end the campaign after a few months so there is definite starting and ending points. A recruiter patch is available to be awarded to any Scout who recruit a friend to join their unit.

An important note for troops is that one of the First Class Scout requirements is for a Scout to invite a boy to attend a troop meeting or activity.

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Boy-to-Boy Recruitment

KEY:

- **CM** – Cubmaster
- **PMC** – Pack Membership Chair
- **SM** – Scoutmaster
- **TMC** – Troop Membership Chair

September - Open House

Activity	Responsibility
1. Announce a recruitment drive in the unit. Display awards and incentives for the top recruiters.	**CM, PMC, SM, TMC**
2. Ask each Scout to list non-Scouts friends they would like to invite to the next unit meeting as part of their recruitment drive.	**CM, PMC, SM, TMC**

October - Open House

Activity	Responsibility
1. Monitor the unit's recruitment effort and present incentive awards to those who have recruited a new Scout.	**CM, PMC, SM, TMC**

November - Open House

Activity	Responsibility
1. Continue to monitor progress and recognize top recruiters.	**TMC CM, PMC, SM, TMC**

December - Open House

Activity	Responsibility
1. End the recruitment drive and honor the new Scouts and top recruiters.	**CM, PMC, SM, TMC**

January - May - Open House

Activity	Responsibility
2. Repeat the above steps for spring recruitment opportunities such as Spring Rallies, Tiger Hunts, Troop/Crew Open House	**CM, PMC, SM, TMC**

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Happy Recruiting

Bull Run District
Year Round Recruiting Calendar