

## 2026 IN PERSON FOS PRESENTATION

Hello, my name is \_\_\_\_\_ and I'm a parent/volunteer – unit/role. I want to thank you for joining me for a few minutes to talk with you about Friends of Scouting for Patriots' Path Council.

➤ *Tell your personal story (in a minute or less) about your Scouting experience – both for you and your family.*

➤ Tonight, I would like to answer three important questions:

- The First question: What is Friends of Scouting?

Friends of Scouting is the annual giving appeal where volunteers, families and alumni are asked to support Scouting through a donation to the Patriots' Path Council. Thousands of families from our units and throughout our service area collectively donate more than \$500,000 each year!

- The second question is: Why should your family and your unit support this Friends of Scouting appeal?

Through your support of Friends of Scouting, our Scouts learn, grow and become leaders of tomorrow. Through your generous support, Patriots' Path Council can continue to deliver quality programs and services to over 300 scout units in north and central New Jersey.

FOS helps to hold down the cost of Scouting so that all youth can participate. If not for FOS, popcorn, fundraising events, etc., the local council fees would be approximately \$140 higher!

**Patriots' Path is a section 501(c)3 nonprofit, and your gift may qualify as a charitable contribution for Federal Income Tax Purposes. Also, 100% of your gift will stay here with the Patriots' Path Council to support local Scouting.**

○ And third: Who benefits from Friends of Scouting?

✓ Your leaders benefit through the coordination of volunteers and staff who provide critical service and training resources.

✓ Your unit benefits with access to our extraordinary local camps, Scout Shops and of course the BSA program.

✓ Your Scouts benefit through program opportunities offered by your unit and by the Patriots' Path Council.

➤ For us to continue the excellence you expect from Scouting, *we need your help*. We would appreciate the support from every family that is able to do so, particularly during these challenging times when our resources are stressed.

We understand that each family's situation is different, so please consider what your family can contribute.

➤ For example, some families can support 1 or more Scouts, and some may be able to be a “Friend” or can provide a smaller contribution through the appeal. **Please know that every gift is greatly needed and deeply appreciated.**

➤ If everyone has their pledge card handy, we ask you to hand that in tonight. You can fill in credit card info, you can choose to be billed monthly or quarterly, you can submit cash or a check, or make a pledge to be billed later. If you plan to pay online, please check off the box in the pledge card and turn that in as well. For every pledge card received today, you will receive a hand crank flashlight as our way of saying thank you to supporting our youth!

➤ I’d like to thank you in advance for your consideration and generosity.

We will now play a brief video that will give you a deeper understanding of the value proposition of Scouting.

## PLAY VIDEO

## AFTER VIDEO

- Thank you again for allowing me a few minutes to visit with you.

If you have filled in your pledge card, I will be here a few minutes and can accept them.

- Good night.

At this point it is critical for the **unit leader** to:

- **Thank** the presenter
- Provide an **endorsement** for the Friends of Scouting program
- **Encourage** each family to help at a level that is appropriate for them.