



JOIN SCOUTING'S  
ADVENTURE

# INVITE NEW FRIENDS



**Scouting**  **America**  
Silicon Valley Monterey Bay Council





Dear Scout Leader:

The Scouts BSA program has been providing young people in our communities with the fun and adventure they seek. Millions have entered every walk of life, bringing the values of Scouting to America's moral fiber.

As a leader, you are among the thousands of adults who make the Scouting program possible for youth. You and your Scouts also represent the program's best sales force. This guidebook has been created to help leaders and Scouts offer a variety of high-quality invitations to every young person in our community. Our goal is to leave no stone unturned. Every family should receive the message that Scouting is alive and well and available in their neighborhood. The ideas featured in this book can be done easily and are supported by the Silicon Valley Monterey Bay Council.

We challenge you to incorporate these ideas into your recruitment efforts, use your imagination, and help spread the excitement of the Scouts BSA program.

Stephen Henkenmeier  
Council President

Jeff Thompson  
Council Commissioner

Eric Tarbox  
Scout Executive

# INVITATION METHODS

THIS GUIDEBOOK HAS BEEN PUT TOGETHER AS A BASIS FOR ASSISTING SCOUTS BSA TROOPS IN RECRUITING NEW FRIENDS. THESE ARE A FEW METHODS THAT CAN BE IMPLEMENTED IN YOUR COMMUNITY. RESOURCES ARE AVAILABLE FROM THE SILICON VALLEY MONTEREY BAY COUNCIL – SCOUTING AMERICA. THE MORE IDEAS USED IN YOUR RECRUITMENT, THE MORE SUCCESSFUL RESULTS YOU WILL HAVE!





# TOP 10 METHODS

The Top 10 methods are considered to be the most important ideas for recruiting. Troops should consider doing multiple methods as there is not one method that is considered the "silver bullet" way of recruiting. We challenge you to do 7 or more methods.

## Troop Information Sheet

- This is your chance to brag about your troop and have a quick handout ready to distribute.
- Details should include meeting times and locations, troop calendar, list of leaders' contact information and other exciting information about your program.
- These information sheets should be shared with your Charter Organization, schools, community organizations, and families in your troop so that they can be distributed to new Scouts and their families.



## Organizational Visit/Scheduling

- ◆ You should schedule a face-to-face (or virtual) meeting with your chartered organization before the start of the new school year. This meeting provides an opportunity for you to thank the organization for its support and outline your ideas and requests for the upcoming program year.
- ◆ Be sure to bring pertinent information regarding your program, a "yearbook" of activities, and be prepared to explain the benefits of the program. Determine how your troop can help support your charter organization.
- ◆ Bring popcorn or another gift to show your appreciation for your charter organization. Also, a good idea to take with you when you visit the schools that allow you to recruit.

## Flyers

- ◆ Work with your District Executive to order flyers for use in your recruitment events.
- ◆ The Silicon Valley Monterey Bay Council will let you know what information they can print on the flyer:
- ◆ This typically refers to the date/time/location of your recruitment event. Recruitment events should be planned within the first few weeks of the school year. Be creative!

## Wear Your Uniform or Troop t-shirt /Be Visible in the Community.

- ◆ This is an easy way to get exposure for Scouts, as the uniform serves as a walking billboard and conversation piece.
- ◆ Ask all Scouts to wear their uniform/troop t-shirt when attending troop events and community activities. If your Scouts are attending school, ask them to wear their uniform/troop t-shirt on the day of the recruitment event. Leaders should also wear their uniform/troop t-shirt to school, troop and other community events.
- ◆ Your troop might design a troop t-shirt for Scouts, leaders, and parents to wear regularly.
- ◆







## School Visits

- School visits have been a highly effective way to get youth excited about the program in the past.  
Can your troop help with a school project, supplemental program, or other service for the school?
- Be sure to send thank-you notes to your school administrators, principals, and teachers.

## Lawn Signs

Post these signs at the school and other high-traffic areas in your community before your recruitment event.

- Use council-provided signs or have your Scouts create their own. Include the Scouts BSA logo, date, time, and location for your recruitment event.
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## Back to School Night/Community Event

- Your troop is part of the fiber of the school, community, and its families. Being present at Back to School Nights, other school and community events is an important way to raise exposure of your program.
- Have a table/booth at these events with flyers, interest sign-in sheets, way for families to sign up online and other visuals/activities for families to get involved.

## Picture Board/Social Media Presence

- Sometimes pictures speak louder than words, include contact information on boards that can be taken to community events or posted on community social media sites. (Facebook, Nextdoor, etc.)





# Geofencing

## What is it?

Geofencing is the practice of using global positioning to define a geographic virtual boundary. Once the virtual barrier is established, we can set up triggers that will send them a Facebook app notification/ad when the mobile device enters the specified area.

## How to set it up?

**Step 1** - Login to the SVMBC FB page

**Step 2** - Click on Events

**Step 3** - Create an Event

**Step 4** - Enter Event Information

**Step 5** - After your event is posted - BOOST your event  
The BOOST cost you as little as \$1 per day!

## ADDITIONAL TIPS!

- Make sure you are using the Scouting America Brand
- guidelines. Use a high-resolution graphic for the
- event
- Make sure it looks professional.  
You can target or geofence any location and target junior high/middle schools and high schools around
- that location.  
Add small details – Example- Room #; specific
- location

**Please DO NOT** change the event after it is posted, it would be like doing fliers for a school and changing the date



# JUST ASK ONE

- Just Ask One is designed to give your Scouts and their families a recruitment tool to promote Scouting. What a great opportunity for youth to have their friends join them in this adventure.
- Existing Scout can probably think of at least one other friend that they would like to share their experience with.
- Scouts should invite their friends and families should invite other families to join them at the next meeting. This should be a personal ask from each family.







# MORE OPPORTUNITIES

The following ideas are additional methods that the troop should consider doing! Ask every family to join in!

## **Information Business Cards & Buddy Cards**

- ♦ These cards can be created by the troop for Scouts to hand out to other youth. Card templates can also be found on the Scouting America Brand Center by visiting [Scoutingwire.org](http://Scoutingwire.org)
- ♦ Include details such as the date and location of troop meetings and troop leadership contact information.
- ♦ Cards can be printed from your home computer.
- ♦ Have each leader/family carry and hand out cards at all school/community functions.
- ♦ Have each Scout share these cards with their friends.

## **Invitation Letter/Email/Personal Phone Call**

- ♦ The letter or call should be customized from each family for them to send/call their friends and acquaintances.
- ♦ Include thoughts like the benefits of Scouting and why your family is involved.
- ♦ Letters should include meeting and joining information as well as who to contact for more details.
- ♦ If you can meet in person, consider inviting new families to join you at the next activity.

## **Promote at Church & Other Personal Affiliations**

- ♦ Families also have many other affiliations such as church and sports; these activities can be used to spread the word of Scouting.
- ♦ Ask other families who are involved with you and your child to join you in Scouting.





## Social Media Posts

- ◆ Encourage your Scouts and their families to share their experience on their personal social media channels. This is a great way for other friends and families to see the FUN!
- ◆ Ask families to share on community pages they are also a part of like Nextdoor

## Drive-up Signup Night

Set up in a parking lot (possibly your school) and have families drive up sign-up stations

**Station 1** Welcome & QR code to fill out online registration

**Station 2** What We Do: Provide Scouts and families with an information packet (troop calendar/leader contact/troop information sheet)

**Station 3** Leader & youth leadership Welcome and Q&A

**Station 4** Check-out (opportunity for troop to collect dues, sell troop t-shirt, and remind family of 1st upcoming event/activity)



# ADDITIONAL METHODS

- ◆ Use door hangers with Scouting for Food, Popcorn, other unit fundraisers
- ◆ Unit Events
- ◆ Park Recruitment Days
- ◆ Pack Ice Cream Socials
- ◆ Summer/Spring Break Experience: Launch Events
- ◆ Fishing Derby, Shooting Derby, Rocket Launching
- ◆ Penny Stuffers (local advertisement stuffers)
- ◆ National Recruitment Video
- ◆ Local Recruitment Video
- ◆ Pizza box flyers (other restaurants that are willing to throw in an advertisement)
- ◆ Local Flyer distribution (places families go to. Pizza/Ice Cream/Snow Cone Yogurt Shops etc.)
- ◆ Join Scout Night events at sporting areas (soccer/baseball/basketball/etc.)
- ◆ Unit self-marketing via Facebook, Snapchat, Instagram, Tik Tok, etc.
- ◆ YouTube Ads
- ◆ Calendar of Community Events: Parades, service events, etc.
- ◆ Spirit Day at Chick-fil-A or other businesses
- ◆ Utilize NextDoor app
- ◆ Partnering with college/civic/business/community organizations
- ◆ Partnering with high school groups/organizations- adult education

