



# ***SCOUTS STAND OUT.***

Greater St. Louis Area Council, Boy Scouts of America



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# Introduction

- Hello, my name is \_\_\_\_\_ & I'm a volunteer with the Greater St. Louis Area Council Friends of Scouting Campaign.
- I have been invited by your unit leadership to motivate & inspire you to join me in supporting the life changing programs of the Boy Scouts of America by donating to the annual friends of scouting campaign.



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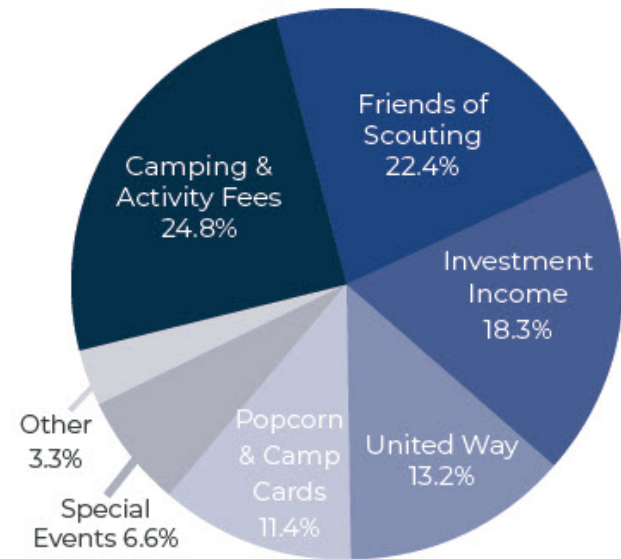
## Current Situation

- We just finished a year like no other, and this year's Friends of Scouting Campaign is even more critical than in years past. The pandemic has crippled many of our revenue sources.
- Despite this, we are working hard to teach our scouts to come together to learn, grow, and serve even when the world is upside down.
- The Scouting program is one of perseverance and determination, but we need your help to meet the needs of our local scouting programs.



# What is Friends of Scouting (FOS)?

- District & council annual fund-raising campaign in which we ask our scouting families to invest in the future of Scouting.
- It makes up 22% of council budget and the council invest \$216 into each youth yearly

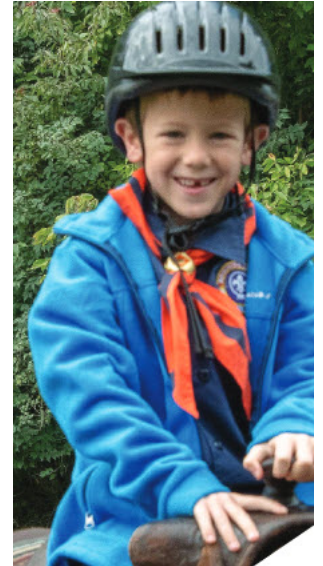


**How Scouting Is Funded**  
**Expense Breakdown:**  
Program 86%, Fundraising 9%,  
Management 5%



# What Happens to your Donation?

- Your gift stays here in the community.
- Provides recruitment flyers, incentives, promotional material, youth & adult trainings, subsidized district and council camping activities, and upkeep at our camp properties.
- Financial scholarships for summer camp, STEM Programs, merit badge skill centers & other year-round programs.
- Provides the 700 Eagle Scout awards given out each year



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# Why I devote my time to FOS?

- **My Story**
- **Impact on my Family**
- **How support from the district or council has made a major impact on families in my troop**

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# Friends of Scouting 2021 Video



<https://www.youtube.com/watch?v=z4takO90GvI>

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# How to Donate or Pledge

- When donating remember we are in the New Horizons District and be sure to give your unit #
- Consider investing in one scout at the \$216 level
- Mobile Giving from your smartphone
  - Text STLMO21 to 91999
- Or donate online
  - [www.stlbsa.org/give-now](http://www.stlbsa.org/give-now)

Support Scouting through  
Mobile Giving  
text **STLMO21** to **91999**  
or visit [www.stlbsa.org/give-now](http://www.stlbsa.org/give-now)

PCI LEVEL 1 CERTIFIED  
SECURE PAYMENT

Thank you for your support!

**It's as easy as 1-2-3!**

1. Text **STLMO21** to **91999**.
2. Click on the link in the return text.
3. Fill out the form and hit **DONATE NOW**.

A thank you text and emailed receipt will be sent when your donation is submitted.

OR visit:  
[www.stlbsa.org/give-now](http://www.stlbsa.org/give-now)  
and click **DONATE NOW**.

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# How to Donate or Pledge

- Fill out Pledge cards and pay with cash, check or credit card or pledge to pay at a later date
- Gateway gives monthly support option (special drawing for a free week at camp!)
- Check with your employers to increase the power of your gift through company matching.
- [https://stlbsa.org/wp-content/uploads/2020/08/2021-Family-FOS-Brochure\\_STL-MO.pdf](https://stlbsa.org/wp-content/uploads/2020/08/2021-Family-FOS-Brochure_STL-MO.pdf)



GREATER ST. LOUIS AREA COUNCIL  
BOY SCOUTS OF AMERICA  
4568 West Pine Blvd., St. Louis, MO 63108

Giving made easy! Donate from your phone by texting STLMO21 to 91999.

## Yes, I pledge to support Scouting!

### DONOR INFORMATION

Donor Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_

Email \_\_\_\_\_

Does your employer match gifts?  Yes  No

Employer \_\_\_\_\_

Please initiate matching gift process with your employer.

### AFFILIATION

Pack # \_\_\_\_\_ Troop # \_\_\_\_\_ Crew/Post # \_\_\_\_\_

District \_\_\_\_\_

Eagle Scout  Yes  No

### GIVING LEVELS

Sponsor one Scout: \$216+ Recognition: Council FOS patch

\$126+ Recognition: Survival tool

\$500+ Recognition: Journal notebook

\$800+ Recognition: Bluetooth speaker

Square Knot Society: \$1200+

Recognition: Square knot shoulder patch and exclusive events

Other gift amount \$ \_\_\_\_\_

### BECOME A GATEWAY GIVER

By making a recurring monthly donation, you'll be helping Scouts for years to come. Select an amount and complete the credit card payment information below. (Recognition: Gateway Giver patch.)

\$18/mo.  \$42/mo.  \$67/mo.  \$100/mo. Other \$ \_\_\_\_\_/mo.

A recurring gift that continues until you request otherwise.

### METHOD OF PAYMENT

(please complete payment by 12/31/21)

Bill me

One time \_\_\_\_\_ (month)  Four payments

Even monthly payments until 12/31

Check # \_\_\_\_\_ enclosed

(payable to Greater St. Louis Area Council)

Cash enclosed

Gave online \$ \_\_\_\_\_

Credit card number \_\_\_\_\_

Exp. date \_\_\_\_\_

Signature \_\_\_\_\_





# Incentives – Thank You!

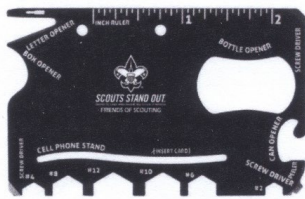
at any Giving Level

Council Pen



at the \$126+ Giving Level

Council Survival Tool



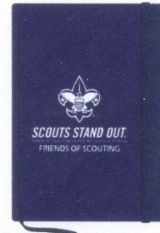
at the \$216+ Giving Level

Council 3" FOS Patch



at the \$500+ Giving Level

Council Journal notebook



at the \$800+ Giving Level

Council Bluetooth Speaker



Gateway Givers

Council 4" Gateway Giver Patch



at the \$1,200+ Giving Level

Council Square Knot Society Patch



*A Gateway Giver is a Friends of Scouting supporter who chooses to make their contribution over recurring monthly payments.*

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## Unit Goal & Recognition (Ribbon)

- Each unit has a fundraising goal.
- Units which reach the goal will get Free Rank Advancement patches till 3/31/22 or \$75 voucher to use towards any 2021 facility rental at a GSLAC camp (excluding summer camp)
- Ribbon for Unit Flag
- Individual and unit incentives will be delivered to unit leaders.



# THANK YOU!

- Thank you for inviting me to speak with you today.
- Does anyone have any questions?
- I will be on the virtual presentation for a little longer and will put some links in the chat.

Greater St. Louis Area Council  
Boy Scouts of America

## Friends of Scouting

TOGETHER WE ARE  
#SCOUTSTRONG

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## Reminders – Slide for Presenter

- **Presentation should be no more than 10 minutes**
- **Introduce yourself (Update Slide 2)**
- **Stress the importance of the campaign**
- **Share your personal experiences (Update Slide 6)**
- **Make sure to go over how to give (Mobile Giving, Online Donations, Mail Pledge Card).**
- **Discuss Matching Gifts**
- **Go over Unit Goal and indicate all incentives will be delivered to unit leader**
- **Say Thank You!**



# TIPS – Slide for Presenter

- **Be Prepared**
- **Double check all info (Date/Time/Zoom Info)**
- **Speak with Leader beforehand. Encourage leader to give the first gift during presentation**
- **Consider downloading the FOS video onto your computer for better streaming (make sure sound sharing is clicked in zoom).**
  - <https://www.dropbox.com/s/nt9uk2jlqjnhi2d/BSA%20Friends%20of%20Scouting%202021%20v10.mp4>





# Downloads – Slide for Presenter

- **Pledge Card:**

- [https://stlbsa.org/wp-content/uploads/2020/08/2021-Family-FOS-Brochure\\_STL-MO.pdf](https://stlbsa.org/wp-content/uploads/2020/08/2021-Family-FOS-Brochure_STL-MO.pdf)

- **Individual Incentives**

- <https://stlbsa.org/wp-content/uploads/2020/08/2021-FOS-incentives.pdf>

- **Mobile Giving Info**

- <https://stlbsa.org/wp-content/uploads/2020/08/2021-FFOS-Mobile-Giving-information.pdf>

- **Fillable PDF Pledge Card (must download and open)**

- <http://faculty.webster.edu/hulsizer/FOS/2021FOSFillablePledgeCard.pdf>