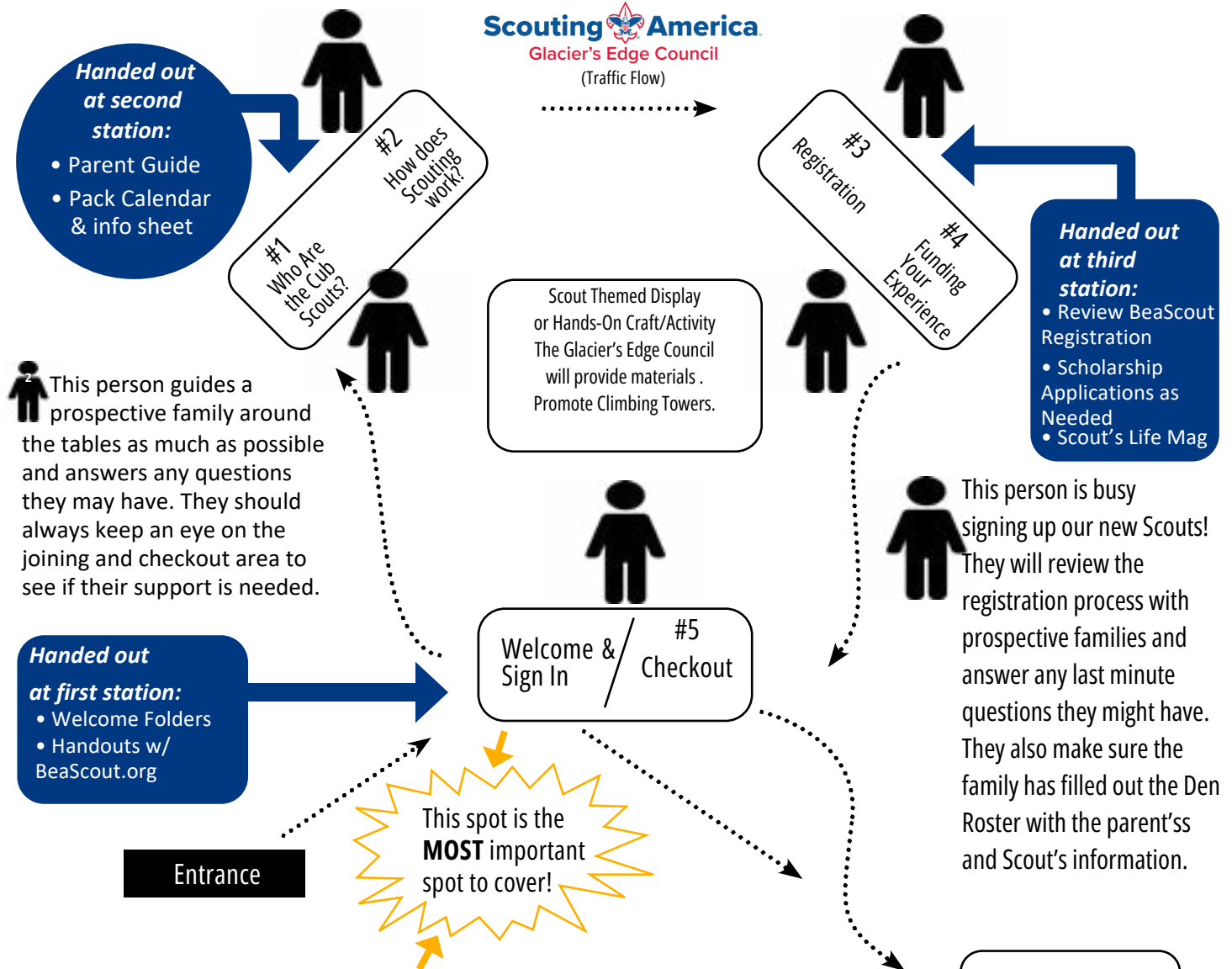


PACK ROTATIONAL RECRUITMENT MODEL

Scouting America
Glacier's Edge Council
(Traffic Flow)



- As families arrive, the individual at the Welcome Table will identify whether the prospective Scouts are here to find out more information or simply sign up.**
- If parents have questions or are wanting more information, have them sign in on the interest form capturing their contact information for future follow up. Hand them a welcome folder and direct them to proceed through the informational tables collecting handouts as they go. Be sure to point out the additional person that can answer any questions they may have.
 - If the parent indicates they are ready to sign up, simply direct them to the open tables and provide a laptop if needed. Once the application is complete, thank them for attending.

Open Tables

Open Tables

Open Tables

This recruitment model should:

- Facilitate a more personalized experience
- Be run as an open house style from 6:30 - 8:00 pm
- Allow parents greater flexibility with their time



STATION DESCRIPTIONS

Station 1: Welcome/Sign-In

This is the first place potential Cub Scouts and their parents will stop. Here they sign in while the greeter provides a brief overview of the process.

- Greet every family that comes to your station and ask them to sign in. Provide them with the Parent Guide
- Tell each family that there are five stations that they will visit to complete the sign-up process and that it will take 15-20 minutes.

Materials:

- Station 1 sign and “Welcome” sign
- Parents Guide
- Sign-in sheets
- Pens

Station 2: What Cub Scouts Do

This is where you will share the excitement of Cub Scouting and your pack activities. Introduce the leaders and talk about what makes your pack special. Leave plenty of time and be prepared to answer any questions.

Materials:

- Station 2 sign
- Pack calendar, council calendar, & event fliers
- Handout with meeting times and locations
- Listing of pack and den leaders with contact email and phone numbers
- Scout Shop Guide to the Uniform
- Display Rank Books

Station 3: Registration

This is the sign-up station where the station chief helps parents complete the actual application.

- Have a QR code to your pack’s “Beascout.org” pin so parents can register.
- Laptops, if needed
- Be prepared to discuss the other costs of scouting: Unit dues, Uniform, Activities, etc.
- Have physical applications and scholarship forms available for families who may need them.

Materials:

- Station 3 sign
- Scouting America Youth Applications
- GEC scholarship Forms
- Pens

Station 4: Funding Your Experience

This station lead should be prepared to discuss the various ways to fund a families scouting experience. This includes information on all fundraisers your unit participates in.

- Be prepared to discuss your unit’s specific fiscal policies; how funds are organized and how they are approved for spending.

Materials:

- Station 4 sign
- Fundraising information sheets
 - Popcorn
 - Wreaths
 - Flowers
 - Other