

Some thoughts about Round-ups

A successful Round-up night is dependent on getting parents to the meeting. Those who come are ready, or at least inclined, to sign their boy up. What the meeting is really all about is getting parents enthusiastic about the program for their boys and volunteers recruited to help run the program. Therefore it is critical that the preliminary leg work take place. That means getting the posters up, flyers in your assigned schools, etc. Doing everything you can to “get the word out” will increase the number of boys and parents that have the opportunity to get involved with the best youth program available, Cub Scouts.

Recruiting volunteers doesn't have to be like pulling teeth. Experience has shown that when the group dynamics are allowed to operate, those that volunteer will stick with the job for at least one year and most will stay for the full term of their sons Cub Scout career. This is also dependent on getting those volunteers trained! When we lose a boy or a den because the leader quits in mid stream, we often lose that boy to Scouting forever. He becomes one of those who will never have a chance to be an Eagle.

Running your Round-up night is not difficult. That said, I know that it can be a bit intimidating or overwhelming for unit leaders who have not conducted one before or feel like their plate is full. As such, I would like to work with each of our packs to discuss and plan their roundup. Where possible, I will attend roundups and help the unit leaders conduct them. Where I can not attend, I will try and get a member of the district committee to fill in.

I hope this outline will assist you. I ask only that you give this method a chance. I realize that many of you have done it differently. However, I firmly believe that if you give this a try, you will achieve greater success. Like you, the district's goal is to get as many boys involved in Scouting as possible, because we all believe in the benefits of the program

ROUND UP NIGHT- SYLABUS

- I. Purpose of Roundup? To recruit new scouts and their parents.
- II. Who is your audience? The parents are your audience! If the boys come, they are close to already sold. Now you have to convince the parents that Scouting is important and beneficial enough for their son to make room for it in their busy schedule.
- III. Pre-sign up night preparations
 - A. Set a date for the sign up night.
 1. Set a date a week or two before a Pack meeting if possible. You want the round-up to be devoted to the new people who are interested in joining Cub Scouts. This way, they can attend the next meeting as new members and not as visitors.
 2. Try and avoid conflicts with other events that will interfere with attendance (school plays, little league games or soccer games, etc).

B. Getting the word out to parents

1. Enlist the help of the PTA and the school principle, teachers and other involved parents to spread the word.
2. The Council will provide you with fliers for distribution in the school. Order forms can be found on the Council website, roundtable, or at the council service center. *Try to order them at least 2 weeks prior to your event. This takes into account the time needed to print the flyers, get the approved by the school district, and get them sent home from school.* (Be sure to take your school's flyer distribution day into consideration also.)
3. Build enthusiasm in the boys though a "Boy Talk" or Walk Through" arranged though the District Executive. A display at school also recommended.

C. Plan with your committee to put on the Round-up

1. Assign duties to leaders (Greeters, opening ceremony, who will run the activities for the kids while the presentation is made, snacks?, etc)
2. Identify the needs of the pack
 - a. What dens can take new boys and for which ranks will need new dens to be organized?
 - b. What positions on the pack committee are vacant?
3. What meetings/ activities are coming up for new people to participate in? Have a handout available at the roundup.
4. What will your pack's registration fees and dues be? Prepare a handout explaining how the expenses break down (\$x for registration, \$z for dues, etc)

IV. Running a School Sign Up Night

A. Room Preparations

1. No one thing will make the sign up night more successful or easier to run than the room arrangements.
 - a. Separate the parents and boys into "Dens": tigers together. Wolf, Bear, First and Second year Webelos each with their own areas.
 - b. Someone greets the parents and boys at the entrance: Hand parents an application and give all the boys and girls (siblings may come, don't just ignore them) a mini copy of "Boys Life".
 - c. This greeter should instruct the parents on how to fill out the application.
 - d. Encourage them to walk around and view the displays.
 - e. Have displays of what your pack has done in the past. Pictures, slide shows, sample crafts like pinewood derby cars, etc.
 - f. **Roam the room answering general questions about Scouts and the application. This is also an ideal time to get a feel for people's receptivity and level of interest.** *Defer specific questions until the informational part of the meeting.*
2. **Be enthusiastic and upbeat!** There is nothing you would rather be doing than bringing the Cub Scout program to these parents and boys.
3. Wear as complete a uniform as you can. You are representing Scouting and its ideals. Making a good impression will go a long way towards assuring the parents their boys will be in good hands and you are the kind of people they want to associate with.

B. The Meeting

1. **Introduce yourself** and the leaders helping out. Include your position in Scouts and a brief overview of your experience. **Be Positive!**
2. **Explain how Cub Scouts is organized**, i.e. Dens and how often they meet, Packs and how often they meet. What Dens do and what happens at Pack meetings.
3. At this point, try to arrange for two adults from the Pack to take the children out of the room for a game or activity (*like an easy belt loop*) while you meet with the parents. If you have some of your existing scouts there, have them help out too.
4. Using personal experiences, **relate how Cub Scouting has positively enhanced your life** and how being an active participant in your boys Scouting experience benefits you and strengthens the whole family.
5. **Explain the need for parents to be leaders** for the Dens and the Pack. Describe briefly, the duties of the Den leader and his/her assistant.
6. Ask each group of parents to talk amongst themselves and come to an agreement as to who will assume the Den Leader and Assistant Den Leader positions. Once you have asked, stop talking. Answer questions as they arise, but do not "sell" the position. Give the group time to let the dynamics work.
7. Do not allow them to defer the decision. **You need an answer** tonight to organize the boys into Dens in time for their first meeting.
8. **Always be honest** about the amount of commitment needed for the position and reassure them of the amount of support they will receive, including training and materials from the District. Show them the "Program Helps", "How To" book and copies of "Scouter" magazine.
9. When someone volunteers, be ready with an Adult Application form. **Thank them sincerely and congratulate them** on the beginning of a great adventure in Scouting.
10. Now that you have your Den Leaders move on to the other positions in the Pack that need to be filled. Once the enthusiasm for volunteering begins, it takes on a life of its own and I have seen successful organizers recruit Blue and Gold committees, Pinewood Derby committees, and assistants for every position in the Pack!
11. Remind the parents that didn't volunteer, that the Pack will always be able to use them on a single assignment basis and Scouting is a family affair, their help will be expected at some point. But remember, just because they didn't volunteer tonight doesn't mean you won't need them later so make them feel good about just being there tonight.
12. Collect youth and adult applications and fees.
13. **Hand out pack point of contact sheets** (Cubmaster, Committee Chairman, Den Leader). Be sure to encourage them to call with questions or if they don't here from anyone soon.
14. **Ask those that volunteered to stay after a minute** to arrange an organizational meeting to get the Pack rolling.

C. After the Meeting

1. Set a date with the volunteers for the organizational meeting as quickly as you can, but no later than a week from the sign up date.
2. Answer all questions from your new leaders and assure them you will be there to help them get accustomed to their new job.
3. Thank them, thank them, and thank them again for volunteering, try to make them feel good about their decision.
4. Collect Adult Applications and fees, if you haven't already done so.
5. Inform the new leaders of the need to complete YPG training as soon as possible. Direct them to the website www.myscouting.org.
6. Return the room to the condition you found it or better.
7. **Send a thank you note to the school**, principle and/or civic leader that helped you with the physical arrangements and location. Be sure to thank the janitors for their help as well if present. *You need the goodwill of the community. This little effort will pay big dividends.*
8. Get youth and adult applications turn into council as soon as possible. If your DE is at your roundup, send your youth applications down to council with them that night. *(Don't forget adult apps need the CR signature before they get turned in)*

D. Follow Up!

1. Organizational Meeting (Invite all parents to attend)
 - a. Have a "Program Helps" and "Leader Book" available for all leaders that need one.
 - b. Have them complete "Fast Start" and YPG training online from the council website: www.sdicsa.org.
 - 1) **special note**- new leaders need to have completed YPG training before they can conduct meetings on their own.
 - c. The Committee Chair should work with the Cubmaster and go through the Youth Applications and ensure that each boy is assigned to a Den. The Den Leader should be given a roster with the names and phone numbers of all the boys in the Den.
 - d. Ask the Den leaders to submit a day, time and place for their meetings to the Committee Chair and Cubmaster.
 - e. Have den leaders contact new members the day before their first den meeting.
 - f. Set a date, time and place for the Pack meeting.
 - g. Confirm training dates with new leaders and stress the importance of being trained.
 - h. If applicable: Transfer the books to the new Treasurer and Secretary if necessary and explain their use.
 - i. The Committee Chair should set the date, place and time of the next leaders meeting.