

## Overcoming Objections to Family Friends of Scouting

1. *The Boy Scouts are supported by the United Way—why do they want my money?*

You are correct that the Boy Scouts of America benefits from some of the local United Way campaigns. The Kenosha Area United Way does not support the Southeast Wisconsin Council. However, the United Way allocation represents less than 5% of the Council's budget. Your support through the Family campaign will help us provide services not funded by the United Way.

2. *Scouting is too expensive already—look at how much a uniform costs, and then we have to buy the handbooks and pay to go to the training courses.*

Uniforms are not inexpensive, but they are high quality—and union made in America. The training course fee basically covers the cost of the give-a-way materials. It doesn't include the cost of the audiovisual aids and equipment, sometimes facility rental, and other materials used to conduct these important training programs.

3. *The Council doesn't do anything for us—we have to pay for the advancement awards and Cub Scout day camp.*

Each boy helps pay for his advancement awards through dues or the Ideal Year of Scouting Program. The day camp fee basically covers program materials, site fees, patch, T-Shirt, etc. that the Cub Scout receives. The Council provides the overall program development, support and staff to carry out the program. The council does provide a number of services to benefit the unit, including: a trained professional staff, program guidance and support through Round Tables, Pow Wows, training courses, Council newsletter, unit membership and advancement record keeping.

4. *I give my time as a leader and the parents get nicked for uniforms and a lot of other stuff—let other people pick up the slack.*

We appreciate your services as a leader; that is the strength of Scouting—a quality program made possible by many dedicated volunteers. It's natural that, just like church, those who are the closest and most active best understand the benefits of the program and support it financially also.

5. *It costs \$185 a week to send my son to Boy Scout summer camp, and the sleeping bag, pack and all the other equipment he needs isn't cheap. Give me a break!*

The fee a Scout pays for summer camp only covers part of the costs—essentially the cost of his meals, expendable program materials and the summer camp staff. The other costs like building insurance, ongoing maintenance, utilities and the Ranger's salary are included in the council operating budget.

**Southeast Wisconsin Council, Inc., Boy Scouts of America**

6. *If the Council didn't have all those high-priced executives, they wouldn't need so much money. We hardly ever see our D.E.*

Scouting is just like church—we need to have paid professional leaders, too. Our District Executives work closely with members of the District Committee and Commissioner Staff coordinating their efforts in serving your unit. By working through these volunteers he/she is able to multiply his/her effectiveness. He spends a lot of time in the community contacting community leaders, explaining the Scouting program and enlisting their support.

7. *The parents in my unit don't want to give.*

It has been our experience that when the needs of the Council are explained, many parents are willing to make a financial contribution. We are just asking for the opportunity to tell the story and let the parents make their decision.

8. *Every meeting for the year is already planned—can't work you into the schedule.*

All we are asking for is 8 to 10 minutes. Certainly you can fit that into your meeting schedule.

9. *Can we pick another date rather than pack meeting night?*

Our experience has shown that there is better attendance at the regular pack meeting than at special meeting. Parents have the pack meeting in their schedule. The 8 to 10 minutes needed for the presentation won't extend the pack meeting that long.

10. *We don't want to bother the parents—we'll write you a check from the treasury.*

The objective of the FOS program is to educate and inform the parents about the council's program and financial needs. This can only be accomplished when we have the opportunity to make our brief presentation. It is not a hard sell presentation. No one will be put on the spot and embarrassed. The money in the unit treasury was raised by the boys and parents to help underwrite the unit's program expenses—not support the council.

11. *We sell popcorn. What more do you want?*

We appreciate your support of those programs and the direct benefits the unit receives by your participation. Family F.O.S. is an opportunity for those parents who are willing and able to make a personal financial contribution in support of the Council's programs.