

# **Fall Membership**

## ***Success is about Names, not Numbers***

The foundation for a strong Fall Membership Drive is building a strong relationship with school officials, district volunteers, unit leaders and potential Scouting families.

### **School Relationships**

The most important relationships you can build are with school principals and superintendents, the people who determine how or whether you can reach prospective Scouts. It is also important to build a relationship with active school volunteers like the PTA/PTO officers.

### **District Volunteer Relationships**

An active district membership chair and committee that take ownership of the membership progress and challenges of the district.

### **Unit Relationships**

Unit leaders have to be committed to recruiting boys and parents, and integrate them into the program. Each unit develops a plan to grow by connecting with schools and the local community.

### **Family Relationships**

A hand written invitation is a great way to invite potential new Scouts to join. Utilize local facilities to combine fun activities swimming, sports and Scout skills to recruit.

If you need help, contact your District Membership Chair or Council Membership Chair, Charles Rincon at [mr.chazz@verizon.net](mailto:mr.chazz@verizon.net).