

# #futureleader



## RECRUITMNET

# GUIDEBOOK



BOY SCOUTS OF AMERICA  
MOUNT BAKER COUNCIL

SCOUT ME IN™

# THE BASICS OF RECRUITMENT

## Why recruit new boys and families?

- Scouting changes lives
- More kids means more fun
- More Parents means more hands to help make a better pack

## What does success look like?

Have a full den at each grade level with trained leaders and involved parents. Show an overall increase in your Pack's membership with an emphasis on having one more Tiger than the end of last year.

## How to plan for Success?

Packs with an excellent track record of recruiting and retaining their boys have one thing in common – they are prepared to receive new boys into their program. What does this mean? A Pack is prepared to receive new boys when their leaders:

- Create a program calendar for the upcoming Scouting program year.
- Create a pack budget that includes popcorn sales, pack dues, and expenses such as activities like rank advancement, outings and camping.
- Make a Pack succession plan to determine which leadership positions will need to be filled.
- Develop a marketing plan for fall membership recruitment.
- Implement your marketing plan. Gather names of families interested in Scouting as a family resource.
- Prepare a well planned recruiting event that include activities for boys and an orientation for parents.
- Follow the growth plan and do it!
- Turn in all applications and fees right away for proper registration.

## See the last page for a 1-2-3-4 Basic Plan

# JOIN NIGHT RESOURCES

Council and district membership committee volunteers, along with the professional staff of the Mount Baker Council, are committed to ensuring that Scouting is offered to every youth and family that wants to be a part of this wonderful program. As part of this commitment, membership teams from your district will assist with your pack's Join Night. Resources available in each pack's membership kit include:

- Uniform boards
- Boy's Life Mini Mags
- Stickers
- Yard Signs
- Color Fliers (printing your pack info provided)

# JOIN NIGHT AGENDA

Set up recruitment tables, chairs, pack and American Flags, displays, and photos.

Invite a local troop to join you to assist with running the join night for the new boys that attend so pack leaders can speak with parents separately.

Make sure all materials are on hand: youth and adult applications, pack checkbook with appropriate signatures to pay for registrations, pens, roundup roster, pack calendar, pack information sheet with leaders names and contact information, samples of Boys' Life Magazine, Cub Scout Parent Information Guides.

Welcome new families as they arrive. Be enthusiastic! Have them sign-in on the roundup roster when they arrive. Have them sit with their age group. Hand them your pack calendar

Pack Recruitment Coordinator is recruited	July
Coordinator attends your districts fall Membership Kick-Off	August
Use Social Media to promote your Pack's Join Night	August- September
Conduct media, community and school promotions for your Join Night	August- September
Conduct your Pack's Join Night	September
Follow-up with all new families to help them feel welcome and a part of your pack	September/ October
Invite and recruit new parents to fill needed leadership vacancies	September/ October
Conduct and outdoor activity and invite newly recruited boys and parents to participate (could be a pack event, Stampede at Fire Mountain, or a other District/Council event)	Early - Mid October
Ensure all new leaders are trained and inter to attend district roundtables. Encourage leaders to attend University of Scouting and other training opportunities.	October
Follow up with new fame's that joined but have not regularly attend meetings and actives.	October
Continue to reciter new members through the peer-to-peer recruiting invitations or other methods.	October/ Early November
Participate in a roster check to ensure that all members in the pack are registered.	November/ Early December

and organizational chart, Parent Information Guide, a pack information sheet, and Boys' Life Magazine sample. Direct them to the pack displays.

Teach everyone the Cub Scout salute.

Have the Cubmaster, committee chair, or Join Night coordinator introduce pack leaders and guests to the group.

Give a brief overview of the Cub Scout program as described in the Parent Information Guide, its benefits to families, and how Cub Scouting is organized. Review your pack calendar and other essential information parents will need to know about the pack and have it listed on the pack information sheet. Announce upcoming meetings and events that the pack has planned.

Have parents complete the youth membership application. Invite parents to an organizational meeting. Set date, time and location.

Discuss that Cub Scouting is a family program and the need for every family to participate in some way. Review current leadership needs of the pack and emphasize that volunteering to be a leader is strongly encouraged. It is likely you will need to recruit a Tiger Cub Den Leader for these new den(s).

Review the family's financial commitment upon joining the pack. Discuss registration fees, pack dues, and describe money-earning projects (popcorn) of the pack. Emphasize the importance of the uniform and what each family is expected to purchase for their son.

Let parents know about the Scout Shop and its location. Discuss Boys' Life Magazine, its value and cost.

Explain that boys will be assigned to dens and contacted by the den leader shortly after the Join Night. Announce the names of who the Lion, Tiger, Wolf, Bear and Webelos den leaders are if known. Announce the date, time and location of the next den meetings and pack meetings. Announce date, time and location of monthly pack leaders' meetings and upcoming training opportunities for leaders.

Have parents complete the youth application, going over it with them step-by-step. Tell parents that completed youth applications and fees will be collected before they depart. Give them time to complete the applications (5-10 minutes).

Answer any questions families may have.

Collect all applications and fees. Make sure all checks are made out to your pack.

Have Cubmaster sign all youth applications. Forward adult applications and fees to the local council service center as soon as they have been approved by the chartered organization, keeping the pack copy.

Verify money and registration applications. Calculate and prorate fees. Keep the pack copy of the youth applications. Write one pack check made out to "Michigan Crossroads Council" for all registration and Boys' Life Magazine fees.

Complete the front of the Join Night Report Envelope with the District Join Night Coordinator and enclose council copies of the youth applications, the pack check and a

copy of the Join Night Roster. Give the completed report envelope to the District Join Night Coordinator.

Close with an inspirational thought, emphasizing the importance of family involvement. Thank everyone for coming.

Check to make sure the room is clean and returned to its original order. RELAX! YOU DID IT!

## TIPS FOR SUCCESSFUL RECRUITING

People come to the Join Night to sign up. They've already decided to join, so they don't need a sales pitch. Keep the meeting as brief as possible (about one hour), and focus on why you're there. If people want to stay afterwards and ask questions that's ok, but end the formal meeting as quickly as possible.

Leave the complicated details for a later time. These people are joining a den and a pack – so just focus on pack-level terms.

Have a packet for each family that includes the year's calendar, key leader phone numbers, a page or two of general Cub Scout info, etc. That way they have the key information in writing, in case they have to leave early or miss something during the presentation.

Be sure to have adults complete the Join Night Roster when they arrive at the door. After the Join Night, you can contact people who don't sign up for whatever reason.

Inform people what they should do next (e.g., buy a Scout uniform, come to the next pack meeting, when den meetings are, upcoming events they can participate in, etc.).

Recruiting den leaders at the Join Night is a delicate process.

Remember, these people don't understand (yet) that Scouting is a family activity. To them, signing up for Cub Scouting is no different than signing up for baseball. They assume you already have leaders in place and all they need to do is pay. Gently dissolve them of this notion.

Displays are great because they tell the Scouting story without taking time out from your meeting. Pictures and Pinewood Derby cars paint an exciting picture of fun and adventures.



Have lots of leaders around in uniform to answer questions and direct traffic.

Remain stay positive no matter how crazy things get – HAVE FUN!



## Follow Up

Following the Join Night, the pack and den leaders place the new families and boys in dens. All the new family information is exchanged between the leaders. Families that join expect their children to be immediately enrolled in Scouting and it is very important that the new boys be registered in the program as soon as possible after the Join Night is completed.

### IMPORTANT:

PLEASE SUBMIT THE COMPLETED JOIN NIGHT REPORT ENVELOPE TO YOUR DISTRICT JOIN NIGHT COORDINATOR AT THE JOIN NIGHT PLEASE BE CERTAIN THE FOLLOWING ITEMS ARE INCLUDED:

- The council copy of Cub Scout and Adult applications
- Pack check for pro-rated registration and Boys' Life fees
- A copy of the Join Night Roster

There are usually a number of parents who were unable to attend due to scheduling conflicts. There may also be parents who attended but were indecisive about joining. You may also have had phone calls from parents who said they will attend the Join Night, but failed to do so.

Use your September pack meeting following the Join Night as a follow-up opportunity for families to join. Use the phone numbers on the pack's copy of the Join Night Roster to invite parents who attended but did not complete the joining process, or for parents that called after the Join Night.

Set aside some time at the pack meeting to sign-up families and provide a brief orientation for the new families.

## METHODS OF RECRUITMENT

### JOIN NIGHT INFORMATION FLYER

**Materials:** Inform your district executive of the date, time, and location of your Join Night as well as contact names, emails and phone numbers.

**Timing/Steps:** If the school district permits, your Join Night will be scheduled for your pack within the first two weeks of the school year. Your district executive will work with you to reserve the facility early to get your meeting booked. Your district executive is responsible for preparing and distributing the fliers once your pack information is submitted. Before your Join Night, the district executive will deliver fliers to the school(s) and neighboring schools that do not host packs two to three days prior to the meeting (or the earliest "take-home" day prior) and will talk directly to boys if possible.

### SCHOOL BOY TALKS - CLASSROOM, ASSEMBLY & LUNCHROOM

**Materials:** Scout uniform, copy of invitation yer, Pinewood Derby car or other Scouting visuals.

**Timing:** 2-3 days before or the day of the Join Night.

**Steps:** If a school allows talks to boys, plan to join your district executive on these school visits to tell boys about fun upcoming activities that are scheduled for your pack. Con rm with your district executive what time to meet at the school and for how long you will be needed. If doing classroom visits, be sure to ask for a map so that you don't miss any classrooms. Arrive on time and check in at the front office.

### SOCIAL MEDIA

**Materials:** Social media accounts.

**Timing:** Prior to Join Nights and after recruitment nights are conducted.

**Steps:** Share information about the Join Night on your personal and unit social media pages and channels. Develop a Pack Information Sheet

**Materials:** Paper, pen or computer, key information on your pack.

**Timing:** Have sheet prepared to give (paper, e-mail, fax, or mail) to any interested person at any time (in addition to your Join Nights).

**Steps:** This is your chance to brag about your pack. Include items such as the time, date and location of pack meetings, list of upcoming events, den leaders and committee members' names and phone numbers, and other exciting details about why you are involved, including pictures. Provide your chartered organization a copy of the sheet so they can answer any questions they might receive regarding your pack. Make sure that your pack committee and parents have copies of the sheet to distribute as well.

### ENCOURAGE CUB SCOUTS TO INVITE THEIR FRIENDS TO JOIN SCOUTING

**Materials:** Experiences and stories that show they enjoy Scouting.

**Timing:** As often as they can.

**Steps:** Host a "Bring a Friend to Scouting" night when each Scout brings one or more friend(s) to their meeting. Plan an activity that will encourage the friends to come back.

## YARD SIGNS

**Materials:** Yard signs with information including Join Night date, time and location, with a contact person and phone number and Cub Scout logo. These are part of your pack's Fall Round-up Kit and are available at your district's Kickoff or from your district executive.

**Timing:** Post signs prior to the beginning of the school year and all year long.

**Steps:** Be sure to be aware of any regulations regarding yard signs. Post as many signs as possible and at strategic locations within the community including intersections. If a school, church, recreation center or other organization will allow it, post signs there as well.

## CUB SCOUTS AND LEADERS "SPORT" YOUR UNIFORM OFTEN

**Materials:** Your uniform!

**Timing:** Whenever possible...be creative.

**Steps:** Wearing the uniform is like a walking billboard, and can grab the attention of youth and adults. The uniform also serves as a conversation piece. Encourage every member of your pack to wear their uniform to school on the day of your Join Night and to school the days of your pack and den meetings. Be knowledgeable about what all the patches mean and share the excitement of Scouting.

## ADULTS SHOULD USE WORD OF MOUTH TO GET FAMILIES INVOLVED

**Materials:** Conversation skills and excitement of Scouting.

**Timing:** As often as possible.

**Steps:** Cub Scout families consistently see the value of Scouting in their own lives and as a result they are our best sales people. Share Scouting's benefits and excitement with other parents. Most families are looking for programs filled with excitement and opportunities for leadership development and positive values. Seek adult volunteers who can lend a hand for a good cause at any of your regular meetings.

## SHOW 'N TELL

**Materials:** Photographs, awards, uniform, Pinewood Derby cars, Scouting projects, and other exciting visuals.

**Timing:** Before the pack's Join Night and anytime during the school year.

**Steps:** Encourage youth to use Cub Scouting as a part of their Show and Tell opportunities in school. Peer-to-peer recruitment is very successful and this is a great forum for Scouts to share their stories and the excitement of Cub Scouting. If possible, provide handouts with pack joining information for the Scouts to distribute at the conclusion of their presentation.

## PERSONALIZED INVITATION, LETTER OR EMAIL (DIRECT MAIL APPROACH)

**Materials:** List of all first through fifth grade boys, envelopes, stamps, and Cub Scout stationery or cards. Work with school officials, PTA, church, or sport teams to secure list of names and addresses.

**Timing:** Should be mailed or delivered seven to ten days prior to Join Night.

**Steps:** Boys love to receive their own mail. Personalize a letter or card including a description of Cub Scouting, date, time, and location of Join Night, and contact name and information. If addresses are unavailable, or postage is too costly, seek permission to deliver the personalized invitations to the classrooms.

**Tip:** E-mail the invitation if you can, or use social networks like Facebook.

## DISPLAY CASES AND BULLETIN BOARDS

**Materials:** Pack calendar with contact names and telephone numbers, pack photographs, awards, Pinewood Derby cars, projects, ribbons, and any other exciting visuals.

**Timing:** Promotion of Cub Scouting at the beginning of the school year is very important. This is the time of year when most families decide to join new activities. If possible the display should be maintained year-round and changed monthly.

**Steps:** Seek permission from the school, church, recreation center, or other organization to use the display case. Have a person from your pack responsible for setting up the display and changing it once a month during the year. Each month should have a monthly theme with catch phrases to attract attention. The display items should go along with the monthly theme. The display should be fun and informative and create a sense of excitement about the Scouting program. If access to the display case all year round is not possible, using it in the beginning of the school year would be the best time.

## PACK WEBSITE

**Materials:** Computer, internet skills, internet provider.

**Timing:** Year-round.

**Steps:** Build a pack or den website including pertinent information regarding your Cub Scout pack including photographs, program calendar, how to join, and the benefits and excitement of Cub Scouting. Be sure to be aware of and follow the council's Unit Website Policies. Your district executive will be able to help you

this. Ask school, church and other community organizations to provide a link to your site and to publicize your address.

## SCHOOL, CHURCH, COMMUNITY OR BUSINESS NEWSLETTERS & WEBSITES

**Materials:** Information or announcement regarding your Cub Scout pack.

**Timing:** Any time throughout the year, especially in the first month of school, a week or two prior to your Join Night.

**Steps:** Speak with the person in charge of the newsletter to find out how and when to submit an article or announcement. If your school hosts their own website, post information there as well. Be sure to begin promoting your Join Night two weeks prior to the date. Include information that will attract the readers attention while also sharing logistical information regarding the pack.

## TELEPHONE CALL TO FAMILIES

**Materials:** Telephone, list of phone numbers and volunteers.

**Timing:** Two to three days prior to your Join Night.

**Steps:** A telephone call to the parents of a potential Cub Scout is a very effective way to recruit new families. This personal contact works very well. Be prepared to answer questions they might have and share the special benefits of Cub Scouting. Names and numbers may be obtained by using school, church or other organization directory, telephone book, or the Internet. Be sure to be courteous and identify yourself and what association you might have with them. For example, "our sons are in the same class at school." Due to the high number of phone calls, be sure to split up the list among the leaders in your pack.

### SAMPLE TELEPHONE SCRIPT:

"Hello, my name is \_\_\_\_ and I am calling to invite you to our Cub Scout Join Night this Thursday. My son \_\_\_\_ is in the same class as your son \_\_\_\_.

## SHARE SOME OR ALL OF THE FOLLOWING CUB SCOUT FACTS:

- Cub Scouting is a family program
- Cub Scouts reinforce the values of "doing your best"
- Educators regard Cub Scouting among the best extra curricular programs in America today
- The program helps to reinforce the class curriculum
- Cub Scouting is fun

Close the call by saying, "We look forward to seeing you at the meeting. How many from your family can we expect to attend?"

## CHURCH SUNDAY SCHOOL VISIT

**Materials:** Scout uniform, copy of invitation yer, Pinewood Derby car or other Scouting visuals.

**Timing:** The Sunday before Join Night or pack meeting.

**Steps:** Work with the church arrange these visits. Be sure to keep your speech simple, short, fun, positive, and to the point. When you are finished, give each boy the Join Night yer and then thank the teacher.

## SCHOOL, CHURCH AND CIVIC FUNCTIONS

**Materials:** Display table, pack picture board, youth and adult leader applications, sign-in sheets, copies of the pack's yearly program, Pinewood Derby cars, rockets, pack flag with ribbons earned, fliers with Join Night/pack meeting information, and pack leadership roster.

**Timing:** Set up display at all school open houses, back-to-school nights, curriculum nights, carnivals, parent/teacher conferences, and other church or civic events.

**Steps:** Secure permission from the school principal or church pastor prior to the event. Call early to secure the best, most visible location. Set up the display 45 minutes to one hour prior to the event to ensure completion before the arrival of prospective families. Uniformed leaders and Scouts should staff displays. Leaders should introduce themselves to prospective families as they arrive and should invite the families to join at that time, or sign-up to receive more information. Let families know that you will follow-up with a phone call to invite them to your upcoming Join Night or pack meeting.

## NEWS RELEASES TO LOCAL NEWSPAPERS AND COMMUNITY CABLE STATIONS

**Materials:** Creativity and essential pack information.

**Timing:** Timing is everything! It is essential to find out when the paper you are working with is printed and what the deadlines are. An article too soon will be forgotten and an article too late will not be published.

**Steps:** The first line of the release needs to be a catchy, clear statement. The information needs to be clear and concise. The article should have all pertinent information such as pack number, meeting location, directions if needed, time, and a contact name and number (with their permission). Make the release one page. A call to follow-up is always a good idea. The release can be used to promote your Join Night or to feature a community service project, award, etc.

## ANNOUNCEMENT IN CHURCH, NEIGHBORHOOD, COMPANY, CITY, SCHOOL DISTRICT, & RECREATION CENTER NEWSLETTERS

**Materials:** Pertinent information regarding your Cub Scout pack.

**Timing:** Promote your Join Night at least a month to two weeks ahead and other pack activities in these newsletters.

**Steps:** Ask the appropriate person how to get an invitation/ story/ announcement in each publication. Determine when the deadline for each publication is. Create something that is interesting to read. Make people want to join Scouting! Be sure to thank the organization for its support.  
BUSINESS WINDOW/COUNTER DISPLAYS; CHURCH, SCHOOL, OR BUSINESS MARQUEE

**Materials:** Cub Scout poster or brochure with contact name and other pertinent information.

**Timing:** Year-round, but especially the weeks prior to your Join Night.

**Steps:** Identify a marquee in high traffic areas, schools or other organizations. Speak with the person in charge of the marquee or sign to post your message. Be sure to be clear on the duration of your use and any other requirements. Due to limited space, concise messages such as “Join CUB SCOUTS here Sept. 15 at 7 p.m.” will catch people’s attention. If a school has a scrolling sign, ask permission to post messages there.

### **SPECIAL EVENTS, PARADE, SERVICE PROJECT, OR COMMUNITY EVENT**

**Materials:** Cub Scout posters, general information, fliers, stickers, sign-in sheets, and Cub Scout and leader applications.

**Timing:** If you are planning a special event that you will invite families to attend, invitations should be mailed and hung two weeks prior to the event. A personal follow-up as the event nears will also remind the family of your event. Make sure that you start planning the event well before the chosen date so that you have plenty of time to ensure its success.

**Steps:** Dens or the pack can participate in community fairs (set up a booth), service projects, parades or old home days.

**Tip:** Host your Pinewood Derby at the shopping mall and invite families from your school and neighborhood to participate. By hosting an event at a public place like a shopping mall, you will reach additional families. Other ideas could be hosting a booth or activity at community fairs, festivals or other events.

### **HALLOWEEN CANDY & TRICK OR TREAT NIGHT**

**Materials:** Scout uniform, labels with “Join Scouting!” and phone numbers of the council or a member of your pack, markers, mini-chocolate bars and a large bowl.

**Timing:** “Trick or Treat” day in your community.

**Steps:** Purchase several bags of mini-chocolate bars; print out sheets of labels that say “Join Scouting” with phone numbers or obtain these from your district executive. Use markers, add a dash of color to the labels, carefully place labels on the candy bars, dress up in your Scouting uniform, and when trick-or-treaters come by, welcome them and give them a Scouting candy with a smile. Preparing the candy could be a fun den activity.

### **PUBLIC ANNOUNCEMENT**

**Materials:** Pre-record your own announcement or go in live.

**Timing:** The week of the Join Night and throughout the year, especially the day of the pack meeting.

**Steps:** Visit with the school regarding the playing of the tape or allowing a leader to make a special announcement. Deliver the tape in a timely manner with instructions and a thank you note.

**Sample Announcement:** “All boys are invited to bring their parents and come to learn about Cub Scout Pack #\_\_\_ that meets at Anyplace, USA. If you like swimming, hiking, eld trips, and having fun with your friends, Cub Scouts is for you. The meeting will start at 7:00 p.m. Hope to see you there.”

## **PACK RECRUITMENT COORDINATOR**

Attend your district’s Join Night Training in August.

Work with the pack committee, district Join Night Coordinator and district executive to plan the pack’s Join Night in September.

Promote your pack’s Join Night in your local community.

If possible, accompany your district executive to a boy talk at the school you recruit from prior to the Join Night.

Confirm Join Night physical arrangements with the district executive prior to the Join Night.

Attend and conduct the pack’s Join Night. Make sure the Pack Treasurer and Cubmaster attend.

Complete and deliver youth applications and fees to the district Join Night Coordinator or district executive after the Join Night is complete.

Ensure all new adult registration applications are signed by the Chartered Organization Head or Representative and the Pack Committee Chair and are submitted to the Council Service Center soon thereafter with Youth Protection Training certificates attached.

Ensure through your Pack Trainer that all new leaders receive Youth Protection, Fast Start Training and Basic Leader Training and are aware of monthly roundtables.



# LION CUB PROGRAM

Lion is transitioning from a Pilot to an official Cub Scout rank and program taking effect for the 2018-2019 program year. Recognizing the success of the national Lion pilot program, the Boy Scouts of America's Board of Directors have approved integrating Lions into the Cub Scout program empowering chartered partners with packs to offer the experience to kindergarten-age children nationwide.

Your pack should plan on having a Lion den for the fall of 2018. This will require the pack to designate a Lion Guide BEFORE the fall pack Join Night.



A Lion Guide is just that, a guide, not a den leader. Check out <https://www.scouting.org/programs/cub-scouts/lion/> for more information about Lions.

## Step by Step Plan for Growth

### Step One: Be visible in your community

- Parades: Everybody loves a parade. Build a float. Make sure your Scouts are in their uniforms. Some units take advantage of the parade to hand out a quarter page flyer about their pack.
- Library or Business Display: Ask permission to display information about your Pack.
- Church Bulletins and Announcement: Work with local church leaders to have a bulletin insert as well as a verbal announcement endorsing your Packs program from Church leaders.
- Business Marquees: Ask business to display information about Scouting for example "Join Scouting: Call Ethan".
- Community Fair Booths: Make sure to have a Pack presence at events in your community with a large volume of family traffic.

### Step Two: Have a Scouting membership booth at your School Open House/Back to School Night

- Contact the principal in advance to arrange for a membership booth.
- Coordinate with the PTA/PTO.

- Schedule leaders and parents to be at the booth.
- Bring displays of your Pack's activities.
- Sign-up sheet with parent's and boy's names, grades, email and phone numbers.
- Be ready to explain why Scouting is a good choice and how it will enhance the other activities in which their son will participate.
- Get names.
- Bring flyers about the sign-up event.
- Get names.
- Wear the uniform. (this may vary depending on your area, sometimes a pack t-shirt is better)
- Get names and follow up!

### Step Three: What are you going to do with the names?

So now you have a bunch of names on the sheet of paper with phone numbers and email addresses. What now?

- Divide the list among your Den Leaders to make the calls within one week after the open house.
- Follow up with another call 2 to 4 days before the sign-up event. Emails and text messages are acceptable.
- Tell them about how their son will get to build a rocket.
- Give the date, time and location.
- Ask them to bring \$ for registration.

### Step Four: Recruiting Sign-Up Night

So you have the names and they are coming to a sign-up night where they will find out about your Pack and, if impressed, will fill out applications.

- Welcome them as they enter and have a gathering time activity ready for them.
- Give them the Pack's calendar of activities for the coming year.
- Have a break out for the boys to build their rockets.
- Have parents fill out the youth application for their boy(s) and turn it in with registration fees.
- As part of the closing session, give the parents information about the launch party for the rockets and the Cub Stampede.
- Follow up with any families that don't make it to the sign up night.



## Scout Shops and Service Center

### Everett

Everett Scout Service Center  
1715-100TH PL SE #B  
Everett, WA 98208  
Phone 425-338-0380

### Locations

### Bellingham

Bellingham Scout Service Center  
3313 Meridian Street  
Bellingham, WA 98225  
Phone 360-734-3940

[www.mountbakerbsa.org](http://www.mountbakerbsa.org)