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| |  | | --- | |  |   A plan to increase your Joey, Cub, Scout or Venturer numbers !  using 6 invitations to be handed out by each family There is work involved in the process and you need to get the support of your leadership team, your parents & if necessary leaders with experience from other Groups, District & Region. Don't cherry pick who can help. Tell them all it is possibly only for some weeks while you get everything sorted and you really need the help. Appeal to their better judgement and tell them about the activities.  Just spend some weeks networking the idea that you want 24 cubs and more Joeys. It will work best as a team effort. Maybe even change nights and run all sections on the one night for a while. These will be **free** nights to let parents & new chums learn what scouts is all about.  Plan the first night of “Bring a Friend” to start about the 4th week of a Term (Term 2 is a good time to run it) and then keep running it as often as you can till your goal is reached.  Why 24 cubs/scouts ?. Because the group has more energy and if you have 24 in the section they will think they are part of an exciting team. They will be carried away on a wave of success. It will be like being in a Grand Final every week.  Select & program the free nights to be run (some suggestions below)  \***Night 1 suggestion = Camp fire & food** Think damper, peeling apples, making wonderful stuff with your hands and getting messy. Check for allergies.  In fact the messier possibly the better. Camp fire. Songs with actions like Crazy Moose song. Tug the heart strings of scouting nostalgia. Hot Chocolate. Let them rave about it to their friends.  (No lollies or you have lost the impact! Marsh-mellows are the exception)  Remember you are selling it to the parents just as much as the Cubs, get them involved in the activities. This is all the best things in the world about scouting. Learning by doing and being prepared for new adventures. (Make sure a leader or a trusted parent with confidence and flair is at the door to talk to the parents all night)  Plan to have some bases that can be rotated, parents can supervise.  **\*Night 2 suggestion= Games & craft** - Bear Grylls Para Cord Survival Bracelets. Wood Carving or Key fob making or anything that is cool that will actually be used and they can take home with them. Things they can talk about at school or with grandparents. Make sure the games are ones where nobody is goes out for more than 15 seconds. Nobody wants to sit on the side.  **\*Night 3 suggestion = Scouting Values -** History of Scouting. - Jungle Book Stories. Explain that every night in scouting is not all about Food and Craft. We do serious things as well. There is a purpose and a goal to what we do. Build the theme into the games. Use the outdoors.  **Planning.** On the first open night when you will possibly have a gazillion new faces in the hall, all running around with name tag stickers on their new shirts, the sticker bit really helps. They forget they are wearing it and they really think that you have remembered their name. Don't know why but people like their names being used, parent name tags also.  Assign a leader and a scout to get the fire going. Assign an existing parent to buy a huge bag of apples. Assign another parent to get the peelers, flour, milk, sugar etc.  If it is going to be a mixed group on the night then have a coloured scarf for each Section. If it is just one section then have a coloured scarf for new chums. They can take it home and talk to mates.    Print lots of application forms and information packs about your group. Have spare pens and labels, tea and coffee. Have games and activities that parents can be involved in, they will be your future leaders.  Relax - It will all be fine.  Preparation with existing members, leaders and parents   **Week 1 of a new Term** (start closing parade 5 minutes earlier) It is the end of the night and you are standing in the circle at grand howl or the Joey Hop.   You have said your prayers. It is announcement time.  **Tell the parents to come close. You have an exciting announcement...**  "From Week 4 of this term we are going to have “bring a friend” nights.  Explain what Bring a Friend means to members and that they need 24 to have the best time.  Focus on your 1st night of Bring a Friend.  Sell the Damper & fire (sense of touch and smell). Sell the apple pealing (contact and apples fire the imagination - strange but true). Talk about the great camp fire and the possibility of marshmallows (apple and bannana wrapped in tinfoil with chocolate" and into the fire)  **Now walk around the circle and look each Cub in the eye and hand them 6 invitations each.**  Not 1 or 2 or 3 but 6. Yes I know it goes against your better judgement. Your inner self is screaming noooo. You are worried that you will get 40 Cubs in the hall and it will be pandemonium.  It may, but not likely.  Break off and go straight to the parents. Talk to them and tell them about what your team is doing and that it will be a blast. Assure them that you have things under control & you want their help in raising the numbers. Ask them to network their friends.  **Week 2 of the Term**  Do the same thing as you did on week 1. **Hand out 6 flyers to each Cub**. Yes you heard right.  You are giving them a chance to be a part of possibly the most amazing nights in your Group’s history. One that will be remembered for a very long time. You will also generate lots of conversations by children & parents at the school gate, sports days, dinners, shopping etc.  **This is exactly what you want. Awareness**  **“But I don’t have any more friends”**  **All we have to do is to train our members in what to say.**  **Don't just say bring a friend and send them off. Build the training into a few of the nights and set a challenge.**  **Make a game of it. Give them a stack of colourful term programs, or just print the program on coloured paper. Maybe a challenge badge ( Communications ?) as an incentive. Some wall charts to track progress.**  **Show them the Bring a Friend badge.**  Bring A Friend  Teach & role play how to talk to mates at school and neighbours - example  Molly recruited 6 new chums. I asked Molly how she did it.  She said she discussed scouts with kids at school and said something like this.  **To Active kids that she identified or just wanted to talk to.**  **"Hi, I have seen you playing and you seem to like active games and outdoors. I think cubs/scouts would be good for you. This is what we do ...  games, camps, hikes, water activities, flying base, beach safety, 1st aid, etc.** **why don't you come along and see if you like it for some weeks. If you don't like it you do not have to stay, it is free for some weeks.** **Here is a program, lets have a look at it. Would you like me to pick you up or I can get mum to call your mum. Or meet me at the hall at 6.30pm" or I can talk to your Mum after school.**  **OR to not so active kids**  **"Hi, I have seen you in the playground and you are not so keen on rough & tumble games etc  I think scouts would be good for you as it is not competitive and you can do things at your own pace. This is what we do ...  games, camps, hikes, water activities, beach safety, 1st aid, cooking etc. why don't you come along and see if you like it for some weeks. If you don't like it you do not have to stay, it is free for some weeks. Here is a program, lets have a look at it. Would you like me to pick you up or I can get mum to call your mum. Or meet me at the hall at 6.30pm" or I can talk to your Mum after school.**  **Week 3 of Term**  Talk to existing parents. Compile your spread sheet. Share your spread sheet. Check resources Have the term program in place by now and given to all youth, leaders & parents involved. Have sign in sheet ready. Relax !.  **Week 4. The actual Bring a Friend night.** Involve the parents as much as possible  Now the secret... Divide the multitude you have into 3 or 4 groups and rotate them on bases. Do not try and handle them as one big group. Maybe an all in game. Have a ton of fun. Trust the leaders you have assigned the tasks to. When you put your hand up. Wait for Cubs to all to go quiet. Show the parents you are looking after them and there can be serious times. Have loads of fun. Put on name stickers. Try to touch base with every child by name at least once. Make sure you are smiling while you say their name. They cannot see you smiling on the inside. Make sure you have an application form for every child & that the forms are actually filled in by the parents.   Go home sit on the couch. Call your Group leader and tell them what a wonderful night it was.  Switch off and wait for the weekend to make some phone calls to the New Chum parents.  Add new parents to the email list immediately – send welcome email & copy in other leaders. To keep track of who attends put the child on a sign in sheet immediately. Make sure that your 3 nights don't clash with major local events, like band/choir night at the local school etc  Send an email each week inviting them to next week. Update facebook, website.  The Weekend calls to parents  \*Take note of who are currently managers… useful anywhere.  \*Take really special note of anyone who says they were a Cub or a Guide  or their parent was an Akela or a Queen Scout... Write "Possible Future leader" next to their name. \*Take note of any parent who loves the environment. "Program writer" \*Take note of the campers. They are sooo valuable. \*Take note of the Cooks, Chefs, restaurant owners, etc. They are worth gold  \*Take note of Queen Scout grand parents. - Did I hear Badge Examiner in the making. \*Take note of plumbers & handymen. Need I say more \*Take note of government employees and bank employees. Did I hear Grant Writers.  Soon you will have 24 Cubs+ in your Pack. There is great pride in having a fully firing scout group and it can all start with one leader who is reading this right now. You. But you need help and there is plenty around. Start the ball rolling by asking one other leader on your Group or another group plus parents/district or region leaders to help and get them to “bring an adult friend”. Now that you have an idea just keep asking until there is a basic team.  What new parents need - emailed to them by YOU  Welcome email Term program (even previous term plans) FAQ about your Group (You or parent committee can sort this ?) Membership costs New Chum progression chart/book  Your contact details along with Group leader details.   |  |  | | --- | --- | |  |  |  |  |  | | --- | --- | |  |  |  |  |  | | --- | --- | |  |  |  |  |  | | --- | --- | |  |  |   Good luck and congratulations on taking this exciting step |
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