**Friends of Scouting**

[**Campaign Organization**](https://www.threeharborsfos.org/training-videos)

*Each district will recruit a Friends of Scouting Chairperson and a Community Campaign Chairperson.*

These campaign leaders will recruit sufficient volunteers to fill the established volunteer structure that each district has developed.  ​

Each member of the team is asked to solicit 8-10 prospects.  The team’s purpose is to raise their goal by the Victory Celebration.​

*Each district has the option of filling tables of 10 at the Patrons Breakfast.*

[**Campaign Leadership**](https://www.threeharborsfos.org/training-videos)

​Your district will achieve its goal if the right volunteers are recruited who have and will use their business relationships to benefit Scouting.  Quality volunteer leadership from the top down is the key to success.

The Scouting Professional’s role as a Campaign Manager is to work with her/his volunteers to identify the very best campaign leaders to recruit into the various positions.  The Scouting Professional must insist that the campaign plan be followed, ensure that the deadlines are met and recruit the best volunteers.

The Campaign Manager then supports and manages each team to the successful completion of their goals.  The Campaign Manager keeps the campaign on track by following the plan, using volunteers to influence others, developing relationships with volunteers, keeping volunteers accountable through recognition and reports, and by constantly thanking and recognizing volunteers.

**Prospect Assignment**

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﻿Prospects assigned to returning campaign workers should remain assigned to those workers if those prospects have a history of giving.

Prospects that did not contribute in the previous year, but are currently assigned to a worker, may be reassigned.

Unassigned prospects will be available to any volunteer for selection.

New prospects must be cleared before they can be worked.

**Report Meetings**

﻿The District VP of Finance, District Friends of Scouting Chair, and your Community Campaign Chair are expected to attend the Campaign Kickoff, council and district report meetings, the Patrons Breakfast and the victory celebration.

If the district Friends of Scouting Chairman cannot attend any one of the meetings the District Finance Chair or Community Campaign Chair should represent the district.

VOLUNTEERS MUST DELIVER ALL REPORTS—SCOUTING PROFESSIONALS MAY NOT REPORT FOR A CAMPAIGN.