



Overcoming Objections

It is possible that you may encounter resistance by the unit leader to schedule a Friends of Scouting presentation in the first place. You must do whatever you can to allow the unit members the opportunity to make the decision for themselves on how they can support Friends of Scouting. Here are some helpful hints to overcome that leader's objections:

- Be knowledgeable of Council highlights in 2018 and what Family FOS supports.
- Ask for no more than a 5-8-minute presentation and **keep your promise.**
- Explain the need to create awareness and educate Scout families about the bigger picture of what Scouting is all about and emphasize the local investment.





Frequent Objection

Objection: Council relies on Scout families for donations too much. We already do the popcorn.

Response: The popcorn sale supports the unit as well as the programs of the NEIC. The unit profit ratio from this product sale is one of the best in the country, and an equal portion of the proceeds goes to NEIC. The majority of the profit stays with the unit. Family Friends of Scouting is an opportunity for parents who are willing and able to make a personal financial contribution directly in support of NEIC programs.





Frequent Objection

Objection: We pay \$60 in dues to the Pack/Troop/Crew each year. Why should we give more? Doesn't the NEIC use that money?

Response: Part of the dues you paid to the unit are used within the unit itself for programs, badges, and books. \$33 (plus \$12 if your child gets Boy's Life) goes straight to the national organization to pay for liability insurance and processing fees. This fee does not go to the Northeast Illinois Council. The Family Friends of Scouting campaign gives families the opportunity to support the NEIC, who in turn support all youth in the council.



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Frequent Objection

Objection: Council doesn't do anything for us we have to pay for the advancement awards and Cub Scout Day Camp.

Response: Each scout helps pay for their advancement awards through dues and the unit budget plan. Our fees for day camp and all camps are based on what is necessary to cover program materials, patches, t-shirts, and anything else the youth receive. The NEIC runs these programs at a much lower cost than comparable youth camps in Lake and Cook county. The NEIC does provide a number of services to benefit the unit, including a trained professional staff, program guidance, and support through roundtables, Training Days, training courses, Camp maintenance, unit membership administration, and advancement record keeping. Additionally, NEIC pays for liability insurance for every registered adult volunteer.





Frequent Objection

Objection: I give my time as a leader.

Response: We appreciate your service as a leader. That is the inherent strength of Scouting: a quality program made possible by many dedicated volunteers. Those that are the closest and most active in the program best understand the benefits, and also understand the value of supporting Scouting financially as well.



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Frequent Objection

Objection: It's expensive to send my scout to summer camp, and the sleeping bag and pack and all the other equipment they need isn't cheap.

Response: The fee a Scout pays for summer camp only covers part of the cost (essentially the cost of their 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's operating budget. Without Friends of Scouting, the cost of camp would have to be much higher.

While sending your scout to summer camp does require a commitment of funds, it's still the best deal around when you consider what they're learning (and when you compare it to other camps in the area).





Frequent Objection

Objection: **If the Council didn't have all those high-priced executives, they wouldn't need so much money!**

Response: Scouting is just like any other organization--we need to have paid professional leaders, too. We run a very lean staff: we have 7 paid field staff members serving over 12,000 youth. Our district executives work closely with the members of the district committee and commissioner staff coordinating their efforts in serving your Unit. By working through these volunteers, they are able to multiply their effectiveness. They spend a lot of time contacting community leaders, explaining the Scouting program, working one on one with units, and enlisting volunteer support. Your District Executive is on call if you need assistance or guidance and is just a phone call away.

