



# How to Have a Successful Fall

*Successful Packs share several important traits that result in better program for the boys. If your pack will do these five things, your boys will have a better Scouting experience too.*

## Confirm Key Leaders Now!

*The Cubmaster and Committee Chairman are the backbones of a strong Cub Scout Pack. To help your pack be successful, be sure to identify who will serve in these roles this fall. If these will be new volunteers, be sure to work with them to get them trained. And whether they're new or returning from this year, be sure they get Program Preview on their calendar. Program Preview will take place in each district on Thursday, July 22nd. At Program Preview all of the fall's activities will be discussed – you don't want to miss it!*

## Back to Pack

*What is Back to Pack?* Back to Pack is a fun late-summer activity that helps you re-organize and re-register your boys and leaders for the upcoming year. Back to Pack should take place before your round-up.

*What are the Benefits of Holding a Back to Pack?*

1. **Kick-off the New School Year right!** This will be the first event of the new school year for your pack, and this will get everyone started and on the same page.
2. **Easier Recharter.** Have all your boys and leaders pay their BSA registration fees (\$15), Boys' Life fees (\$12.90), and Insurance fees (\$1.50) when they arrive at your Back to Pack. *The total of these fees is \$29.40.* If all your returning boys have pre-paid their registration fee, then all you will need to do is write a check for the \$20 unit recharter fee and get the paperwork signed. After your Back to Pack, arrange a time to meet with your District Executive to turn all the paperwork and fees in.
3. **Better inventory of leadership.** By having your returning leaders attend Back to Pack you'll know exactly which leaders are returning and where you need to recruit additional help from Roundup.
4. **Better handle on dens prior to round-up.** Use Den Registration forms at your Back to Pack. These are available from your District Executive or can be downloaded from the Northeast Georgia Council website ([www.nega-bsa.org](http://www.nega-bsa.org)). By organizing the boys at Back to Pack you'll know which dens can accommodate additional boys from roundup and where you'll need to start new dens.
5. **Only new boys attend round-up.** Since all your returning boys will already be ready to go for the new program year, only new boys will sign up at round-up. This makes the round-up process easier and more efficient.



*How do we do it?* There are several steps to a successful Back to Pack:

1. **Make it fun and convenient.** Pool parties, cookouts, and picnics are popular with families. Make it a "drop-in" event that lasts for several hours. Families can drop by before or after other events (like baseball) and still participate.
2. **Get it on the calendar.** Schedule it to take place in late July or early August, but get it on the schedule now so everyone can plan to attend.
3. **Get the word out.** Promote it to all families as the first activity of the new program year. Send a postcard to all registered boys and leaders 3 weeks before the event (the Northeast Georgia



Council can provide you with mailing labels if you request them) – include all registered boys (even if you haven't seen them in a couple months). A postcard may be all it takes to remind the family of the fun Scouting has to offer.

4. **Remind everyone.** Recruit a couple helpers to call all registered boys in your pack the night before the event. Remind parents that they need to bring their BSA registration fee (\$15), insurance of \$1.50, and Boys' Life fee (\$12.90) when they come.
5. **Keep it organized:**
  - Have a copy of your Pack's roster at Back to Pack (you'll get a copy at Program Preview in July). Have plenty of adult leader applications and den rosters on hand too. You can fill up your dens at Back to Pack, which will allow you to have a good idea of your adult leadership needs prior to round-up.
  - Set up a table to greet all families to the Back to Pack. Be sure they "check-in" before enjoying the festivities. Get their registration fees and applications at this point before the fun.
  - At "Check-in" be sure to check each youth and adult's contact information against your unit roster. Are their address, date of birth, phone numbers, and email addresses correct? Make corrections on the roster and turn this in to your District Executive or one of the Northeast Georgia Council Service Centers so the corrections can be made.
  - Have a list of all "jobs" that need doing this year (Blue & Gold chairman and committee, popcorn, Card Sales, Advancement, etc.) on a piece of posterboard. Make sure that every family signs up for at least one job during the year. Before the Back to Pack brainstorm enough jobs so that every family has one role to play in the success of the Pack this year.
  - Hand out copies of your pack's schedule for the upcoming quarter.
  - Have fun!

## Plan your "Ideal Year of Scouting"

*What is an "Ideal Year of Scouting?"* The Ideal Year of Scouting is a process that was developed by the Trails End popcorn company. It is a method that results in more boys being active throughout the Scouting year, more adults being involved as leaders, and boys earning more advancements throughout the year. These are all results that benefit our boys!

Spend some time this summer planning your "Ideal Year of Scouting." There are 6 steps to success:

1. Planning
2. Budgeting
3. Goal Setting
4. Communicating the Plan to Parents & Scouts
5. Earning the money
6. Executing the plan



Here is more detailed information for each step:

### Planning

1. Brainstorm with your boys, parents, and leaders (separately if possible) what would be their "Ideal Year of Scouting." Ask what they would like to do, and make notes on all ideas. At this point there are no bad ideas. Use your district calendar to include district and council activities that are already planned.
2. Once you have a list of what each group would like to do, put the lists together to come up with one master list.



- Using a council and district calendar, determine when you can fit the variety of activities into an overall unit calendar.

### Budgeting

- Now that you have a calendar of events for the upcoming year, calculate the cost for each activity. Include activity fees, food, and any other costs with each activity.
- Add the cost of den dues, BSA registration, insurance, and Boys' Life to your budget. You might consider paying for leaders' University of Scouting and Wood Badge costs. Many packs budget to repay new leaders for their BSA registration fees after they've attended Pow Wow.
- Some other things you might consider adding are advancements and awards, costs for leader recognitions at year-end, and Day Camp or Cub Resident Camp.
- Take these figures to determine the cost for each boy's "Ideal Year of Scouting." This is the amount of money each boy will need to earn so that his parents have no out-of-pocket expenses for the upcoming year.

### Goal Setting

- Once you know your per-boy cost, you will need to determine how you can raise this money. Most packs in this council sell popcorn, since it is an easy, proven fundraiser that works very well.
- With popcorn, your pack will keep 35% of every dollar sold. Last year the average pack's profit was \$2,351. (2009 numbers)
- To determine how much popcorn your boys will need to sell, take your pack's "per boy" cost and divide it by 35%. *For example, if your cost is \$215 per boy, divide that by 35% to arrive at \$615 – this would be your "per boy" popcorn sales goal. Each boy who sells this much popcorn would be able to participate in all of the pack's activities with no other costs.*
- Don't forget to budget for some prizes for your popcorn sale!
- If your boys fall a little short, you can also have them participate in the spring "Camp Card" sale to get them through to the next fall.



### Communicating the Plan to Parents and Scouts

*All this work won't do any good if you don't let folks know about this exciting plan for fun!*

- Get the word out to your parents and boys, but keep in mind that they will be excited in different ways.
- The boys will get excited about the fun activities you have planned. Talk with them at a pack meeting about each of the events – family camping weekend, sleeping on the battleship, etc.
- The parents will get excited about the opportunity for their boys to have all this fun with no out-of-pocket expenses to them.
- Stress the goal of the popcorn sale and the fact that each boy who hits that goal will participate all year with no other costs.

### Earning the Money

- This is the easy part. Come to your district's popcorn kickoff in September to get all your materials and supplies.



## Executing the Plan

1. This is the fun part! Enjoy your Ideal Year of Scouting. Benefits will include better retention throughout the year, more advancement, and more fun for all!

## Roundup

**What is Round-up?** Round-up is a council-coordinated recruiting effort that benefits your pack! New boys and leaders will be signed up at the school from which your Pack recruits.

**Who runs the round-up?** Your district executive and district committee will schedule the roundup. Scheduling will be coordinated across all school systems in your district and include personal visits to boys in each school! A trained roundup presenter will lead the meeting, which typically takes about 70-90 minutes.

**What is our pack's role in round-up?** Support. You definitely want to there, and have several of your returning leaders attend in uniform. Roundup is not a pack meeting, but a well-oiled program that will get your new boys and parents up and running with the program in no time.

**Round-up Orientation** is a very important meeting held in each district before roundups begin. The Council's Roundup process is discussed in detail so that unit leaders can successfully support it and effectively bring new boys and leaders into the Pack. Contact your District Executive or the Northeast Georgia Council Service Center for the specific date & time of Roundup Orientation in your district.

## School Registration Day

- At your school's registration day (usually a weekday 10 days prior to the first day of school), have a booth where parents will see you. Don't forget to get permission from the school before you show up!
- You could hand out flyers with your pack's calendar and roundup date on it. You can also have a sign-in sheet – get names, phone numbers, and email addresses; a phone call the night prior to roundup will encourage great attendance.
- Have a couple leaders and boys in uniform to answer any questions parents might have.
- Have pictures of your outings and events to show off. Bring old Pinewood Derby cars!
- Do not take registrations at this time – that's what roundup is for! It's okay to take names and email addresses or phone numbers, though. You can call them the night before roundup to remind them.
- If you share a school with another Pack be sure to coordinate School Registration Day efforts with them – remember we want two equally strong packs in those cases!
- Promote, promote, promote! The Northeast Georgia Council has magnets that you can use at your school's Registration Day as a "give away" to interested parents. There is space on each magnet to write your school's roundup date.

