



Recruitment Presentation Script

Good evening!

My name is _____. Thank you for inviting me here to talk with you about Girl Scouts San Diego! In the next half hour, I hope to make sure that you have all of the information you need and we have answered your questions, while your girls enjoy a sample GS meeting run by older GS troops from your community. Girl Scouting is not for everyone; if at the end you don't feel like the program will work for your family, please just let me know. Otherwise, I will need 5-10 minutes more of your time to do some paperwork. Does that sound OK? (Let them answer.) Good.

For over 100 years, the GS mission has been to build girls of courage, confidence and character who make the world a better place. In Girl Scout Daisy troops, girls do fun activities to earn petals that reflect values of the GS Law. Brownies earn special interest badges. The girls get outdoors to learn skills and explore and they participate in community service activities. Before I speak more on this, I would like to ask you what brought you here today to explore GS for your girl. (Allow audience to speak; try not to fill silence gaps. Ask the following questions to encourage conversation if conversation stalls.)

- Are there certain benefits or opportunities that you hope your girls will acquire?
- Are there any issues in your town or with your girl that you hope GS will help with?
- Who was a Girl Scout? Do you think this has helped you in your life?

All of these things are important, and Girl Scouts will benefit your girls in many ways that will help them right through adulthood by ... **(mention three benefits you feel strongly about; try to use ones that reflect the concerns or wishes that the adults just talked about, i.e....)**

1. Builds self-esteem and leadership qualities.
2. Provides a community and sisterhood with new friends as well as community service opportunities.
3. Provides new experiences, and a chance to try new things, build new skills and get outdoors.

Girl and adult membership are \$15 a year and there is financial assistance available for the membership fee and for all of our programs and camps. Other startup costs might include troop dues and uniform costs. Girl Scout Cookie Program profits should cover most other costs associated with troop activities.

The real cost is the time you might be willing to put into the program in order for your girls to get all of the great benefits!

Today we will work together to form troops for the girls. Troops are led by a team of at least two background checked adults who share troop meeting responsibilities. Our council, Girl Scouts San Diego, provides training, an easy to use curriculum and support. In addition, the leaders are

supported by a core team of volunteers in your community: your service unit. Are there any questions about this?

Can you guess what some of the great benefits are to being a part of the leader team? (If no answer, encourage current leaders that may be present to answer and move on.)

1. A huge benefit is the ability to pick when/where and how often the troop meets!
2. Many love the sense of community and new friends they meet through getting involved.
3. You have fun with your girl! You get to try new things and carve out a little time for the two of you.

I would now like to give you the opportunity to volunteer, so we can get the troops started! I don't suppose anyone is interested in becoming a leader? (Allow for audience to answer, wait out the silence if necessary). The most successful troops have lots of adult help. This allows for you to share the responsibilities of planning meetings, product sales, transportation to field trips, badge help, etc. Don't forget that you can draw from family adults and beyond. We'd like for you to talk together and decide who will do what. I have a sheet with possible troop positions to help you with this process. We will come around to see how you are doing.

If you have not already done so, get them into groups by grade level and pass out the "Troop Volunteer Roles" worksheet on a clipboard to each age level group and ask one adult to fill it out. Mention that at least two adults are required to lead to make the troop happen. Step back and allow them to figure this out, but be nearby to answer questions that may come up. Also, have them discuss a day/time that might work best for the group.

Direct groups to their designated troop number in the opportunity catalog by visiting sdgirlscouts.com/join.

Give information on upcoming orientations if you have them available.

Referrals presentation

Girl Scout troops are initially limited to 12 girls with a minimum of two leaders. Since space is limited, we would like to help capture any of your girl's friends that might be interested but are not here. By filling out their info on this form (pass around referral form on a clipboard) you will assure that they get one email from us instructing them on how to get involved. If any on this list join, your girl will earn her first patch for referring someone!

Thank all for coming and let them know that there is staff that will help them if they get stuck during the registration process and others that will follow up with the leaders to support them. Make sure they all leave with info on how to register online (if they did not already complete the online registration form), Diving into Daisies/Brownies, volunteer brochure, a card with information on what troop to register to on the opportunity catalog.