

PREPARED ESPECIALLY FOR:**FOR THE POSITION OF:** Friends of Scouting chair**KEY MEETING DATES:**
Orientation and training meeting
Prospect and evaluation meeting(s)
Campaign kickoff meetings
Report meetings (as needed)
Victory celebration

POSITION CONCEPT: Responsible to the district fund development chair for building an organization capable of soliciting sufficient donors to successfully reach the district's Friends of Scouting goal within the established campaign timetable. Ensure annual participation by top-level individual, business, and corporate donors and district goal attainment.

PRINCIPAL RESPONSIBILITIES:

1. Chair and give direction to ensure that prospects are worked (solicited) by the "right" enrollers.
2. Work cooperatively with the special events chairs to avoid duplicate solicitation of prospects while maximizing participation.
3. Conduct and chair prospect and evaluation meetings to add new contributors and upgrade current and past contributors.
4. Recruit and assign enough of the "right" captains and enrollers to ensure effective coverage in face-to-face solicitation of district campaign prospects (one enroller solicits a maximum of five prospects). Enrollers will be asking others to give at a level at which they are comfortable contributing.
5. Assist in the training (as needed) of all district campaign workers.
6. Chair and plan the district campaign kickoff, report, and victory meetings to maintain campaign discipline.
7. Assist in the securing of sponsorships (as needed) for campaign-related expenses of the kickoff, report meetings, and victory celebrations.
8. Serve as a resource to district campaign captains in securing additional names for enrollers.
9. Keep the district's campaigns on schedule through open communication.
10. Work closely with the vice president of fund development and district executive.
11. Enroll as a lead donor in the district's Friends of Scouting campaign.