

PIT CREW TIPS



TIPS ON CUB RALLY NIGHT SUCCESS

1. People come to the Cub Rally to sign up. They've already decided to join, so they don't need a sales pitch. Keep the meeting as brief as possible (under 1 hour) and focus on why you're there. If people want to stay afterwards and ask questions, that's good; but end the formal meeting as quickly as possible.
2. Leave the complicated details for a later time. These people are joining a den and a pack – so just focus on pack-level terms.
3. Have a packet for each family that includes the year's calendar, key leader phone numbers, a page or two of general Cub Scout info, etc. That way they have the key information in writing, in case they have to leave early or miss something during the presentation.
4. Have a sign-in sheet at the door and get everyone's name and phone number. After the Rally Night you can contact people who don't sign up for whatever reason.
5. Inform people what they should do next (e.g., buy a Wolf book, come to the pack meeting next Thursday, etc.).
6. Recruiting den leaders at the Cub Rally is a delicate process. Remember, these people don't understand (yet) that Scouting is a family activity. To them, signing up for Cub Scouting is no different than signing up for baseball. They assume you already have leaders in place and all they need to do is pay. Gently dissolve them of this notion.
7. Displays are great because they tell the Scouting story without taking time out from your meeting. Pictures and pinewood derby cars paint an exciting picture.
8. Have lots of leaders around in uniform to answer questions and direct traffic.
9. Remain positive no matter how crazy things get – HAVE FUN!