**Salesmanship**

**Choose a product or service**  that your unit raises funds with (popcorn sales, wreaths/trees, whatever that is for your troop).    Write the details of this fundraiser as a  *sales plan*  for a fall 2019 or 2020 fundraiser as a sales plan. Bring this with you to my class. Know it pretty well so you can discuss or present it to the group—but ‘cold reading’ from paper shouldn’t happen; you must be familiar with what you wrote.    
  
**Sales techniques:**  Be ready to talk about how YOU sell, whether that’s a fundraising product, asking your parents for a little extra money for summer camp, equipment, or what have you. How do YOU sell?   Begging is not a sales technique… just sayin’.    
  
Do ONE of these three:      
  
1. Help your unit raise funds through sales for either merchandise or tickets to a Scout fundraising event. If you did this already write those details down and bring them with you to MbM weekend—what sales techniques did YOU or your fellow Scouts use to earn funds—which worked and which didn’t. “My parents sold it all” isn’t a sales technique… just sayin’.    
  
2.    Sell your services this summer by lawn mowing, raking, gardening, watering gardens for those away on vacation, babysitting, washing cars, you choose!    Follow up with these ‘customers’ and see how satisfied they were.      
  
3.    If you’re of age, earn money through retail selling such as working in a grocery store, gift store, selling at a farm stand, etc. You choose.    
  
Do ONE of these if you can it done by MbM weekend; if you cannot, read on—I have an option for that below.    
  
*Interview a Salesperson.*     Ask these questions and make some notes. What made them choose that profession?    What are their MOST important questions to remember when they talk to their customers or a potential customer?      How is their product or service sold? Bring those notes with you to MbM weekend.    
  
*Interview a Retail Store Owner.*     Ask these questions and make notes. How often are you approached by sales people looking to have you buy or carry their product in your store or in your e-line?    What are good traits in a sales rep? What are bad traits? What do you think about when deciding “Should I start an account with this sales rep?”    Include a couple of questions of your own. Take good notes and bring to MbM weekend.    
  
If you can’t interview a salesperson or a retail store owner I’ll have access to two such people at MbM. Let me know early Saturday morning if we need to invite one or both to do a 10-minute presentation to the class so we fulfill this requirement—happy to help you.    
  
With parental permission only… look at  **sales career opportunities online**  and make some notes on what qualifications and experience are needed for certain jobs that “appeal” to you. Include any classes or MBs you’ve already earned that might help you ‘get the job’. Be ready to discuss in class what education, experience or training you’d need to take or get so you are prepared to serve in that sales position. I will have some printouts of career opportunities for Scout-age people if you don’t get to this before MbM weekend. Summers are busy, I’m happy to help you but I can’t do the work for you. Just sayin’…

**Citizenship in the Community**

Participants will have to bring or do ahead of time the following to get full credit/ otherwise it will be a partial.

Requirement 2- Need to bring a map of your community. Preferably a printed one (Paper).

Requirement -3 Attend a meeting.May watch the meeting on Local TV Govt Channel. Take notes of subjects covered ,ID issue you chose and be prepared to discuss.

Requirement -4b Interview the chosen person, take note including questions and responses.

Requirement -5 Watch an appropriate Movie approved by your parents. Example : "Holes" or "Field of Dreams", etc.

Requirement 7-b/c Complete with parents approval. List the organization you volunteered 8 hours and what you volunteered to do.

Requirement 8 be prepared to present to the group.

**Coin Collecting**

Note Requirement 5 has been changed to "DO ONE OF THE FOLLOWING" Note: follow each requirement and bring requested item to be used and reviewed.

**Collections:**

Review Requirements

**Communication Session A**

3          Write a 5 minute speech and come prepared to present during class.

4.         Interview someone you know fairly well, like or respect because of his or her position, talent, career or life experiences.   Listen actively and to learn as much as you can about the person.

5.         Attend a public meeting where several points of view are given on a specific subject.  Come prepared to discuss and report.

**Safety**

Print Worksheet   <http://meritbadge.org/wiki/images/f/fd/Safety.pdf>

You will need to complete Requirement 2a and 2b at home prior to this class, to complete the merit badge.  The Safety Checklist needed for this requirement is on the last page of the workbook (it is 2 sided!).

**Music:**

Either 3a, 3b, or 3c (we will do 3d in class).

Either 4a (be ready to teach 3 songs to the group), or 4b (be ready to play your composed song), or 4c (bring the instrument you make).

**Public Speaking:**

Be prepared to give speeches for requirements 1 (3-5 minute introduction of yourself), 2 (3-5 minute talk using visual aids), and 4 (8-10 minute speech). You can pick the topic for your speeches for requirements 2 and 4.

**Game Design**

No pre-reqs though scouts should come prepared to discuss their favorite games from various genres and what makes them good games. We'll complete all of the requirements in the class.

**Disabilities Awareness**

Requirement 5A or 5C

Requirement 7

**Animal Science**

Requirement 7

**Art**

Requirement 7

 \* Find out about three career ops in Art

 \* Pick one and find out the education, training, and experience required for this profession.

 \* They will need to discuss this with me (councelor) and explain why this profession might interest them.

**AUTOMOTIVE**

Requirements 5a and 12

**Citizenship in the World**

2. Explain how one becomes a citizen in the United States, and explain the rights, duties, and obligations of U.S. citizenship. Discuss the similarities and differences between the rights, duties, and obligations of U.S. citizens and the citizens of two other countries.   
  
  
3. Do the following: 

a.  Pick a current  world event. In relation to this current event, discuss with your counselor how a country's national interest and its relationship with other countries might affect areas such as its security, its economy, its values, and the health of its citizens.   
  
b.  Select a foreign country and discuss with your counselor how its geography, natural resources, and climate influence its economy and its global partnerships with other countries.

4. Do either of the following (we will do part A. at Merit Badge Mania) 

b.  Using resources such as major daily newspapers, the Internet (with your parent's permission), and news magazines, observe a current issue that involves international trade, foreign exchange, balance of payments, tariffs, and free trade. Explain what you have learned. Include in your discussion an explanation of why countries must cooperate in order for  world trade and global competition to thrive.   
  
c.  Select TWO of the following organizations and describe their role in the  world.

1. The United Nations and UNICEF   
2. The  World Court

3. Interpol   
4.  World Organization of the Scout Movement   
5. The  World Health Organization   
6. Amnesty International   
7. The International Committee of the Red Cross   
8. CARE (Cooperative for American Relief Everywhere)

9. European Union

7. Do TWO of the following and share with your counselor what you have learned:

a. Visit the Web site (With your parent/guardian's permission) of the U.S. State Department. Learn more about an issue you find interesting that is discussed on this Web site.   
  
b. Visit the Web site (With your parent/guardian's permission) of an international news organization or foreign government, OR examine a foreign newspaper available at your local library, bookstore, or newsstand. Find a news story about a human right realized in the United States that is not recognized in another country.   
  
c. Visit with a student or Scout from another country and discuss the typical values, holidays, ethnic foods, and traditions practiced or enjoyed there.   
  
d. Attend a  world Scout jamboree.   
  
e. Participate in or attend an international event in your area, such as an ethnic festival, concert, or play.

**Landscape Architecture:**

Do requirement #3, bringing in labeled pictures or labeled sample cuttings from selected plants.

**Architecture:**

Do requirement #1.  Under item 1a, tour the downtown of the community you live in or near and make a list of the different types of buildings you see in your town (example: schools, fire station, churches, town hall, commercial buildings, etc.) .  Please bring printed photos of at least five of your favorite buildings to discuss the building time period and style during the class.  The sketch of your favorite building can be prepared before hand or during the class.  Research and be prepared to discuss requirement 1b during the class.

# Family Life

**90-Day Chore List**(start day of or day after blue card is signed, before doesn’t count). Make a list of yourhome duties or chores**,**you need at least five. Do them on a regular basis for 90 days. *Don’t have chores? Get some!*Record how often you do each; a list on the fridge is a great way to remember to do them; **five is the lowest you can do.**NOTE: tasks that *only* benefit you don’t count.  Be ready to discuss how *your* chores benefit *your* family and what happens if you don’t do them and*someone else* has to ‘pick up the slack’. **NOTE: 90-days starts after your blue card is signed/dated.   
  
PERSONAL PROJECT** This requirement needs preapproval by me/your parents **before** it’s started and takes place after your blue card is signed and dated—past projects don’t count. Find something YOU can do yourself that would benefit your family. Maybe there’s a closet that REALLY needs organizing? Perhaps a huge stack of toys and games that you NEVER play with or your siblings never play with can be wiped down, organized and donated or stored in case they’re needed some day?  Maybe the garden really needs weeding?  Brainstorm some project ideas and **email them to me** and I’ll tell you which are OK if your parents say ‘yes’ and then choose which one you will do. DON'T GO HUGE. Maybe your family car(s) need cleaning inside and out?  *Think outside the box if you like!*  (After you get my approval **take before and after pictures of your work** and bring them with you to MbM – remember we’re not using tablets, cell phones, etc. for viewing. If you do this personal project *after* MbM just email me the pictures but remember… the personal project still needs preapproval.     
  
*What kinds of personal projects don’t I approve?*  Oven-cleaning, fridge-cleaning, doing your dirty laundry, babysitting a sibling—anything you’d normally do because you’re part of a ‘family’; dig deep! Reorganize a large pantry, laundry room, something *bigger* with impact. Think it up and run it past me *before you start*—I’m reasonable but no one gets a ‘walk’.  
  
**FAMILY PROJECT.** Plan and carry out a project that involves the participation of your family AFTER the date your blue card is signed  (at least 1-2 other people should participate with you) . Take pictures and bring them to MbM for us to view!  After completing the project, be ready to discuss the following in class:    
  
What was the objective or goal of the family project?    
How did individual members of your family participate?   
What were your end results of the project?    
Bring those prints of the family participating and I’ll bring prints of past projects Scouts at MbM have done. Some are pretty incredible!    
  
**FAMILY MEETING!**Does your family have these? When do they happen?  (My family eats dinner together nearly every night so there’s *always* ‘topics’ on the table to discuss BUT occasionally I call a real ‘pow wow’ over chores not getting done, money being spent, electric or water being wasted, and the like!  Family meetings should make for a smoother home life. Hold a family meeting (or two) and cover these topics below:

1. Avoiding substance abuse, including tobacco, alcohol, and drugs, all of which negatively affect your health and well-being

2. Understanding the growing-up process and how the body changes, and making responsible decisions dealing with sex  
  
3. How your chores in requirement 3 contributed to your role in the family

4. Personal and family finances

5. A crisis situation within your family

6. The effect of technology on your family

7. Good etiquette and manners                                               
  
Be ready to discuss how your family meeting went—good or bad—sometimes ours get a little… heated so to speak. (Especially if momma *ain’t* happy…. Enough said!)   
***This isn’t an easy MB******to earn****but you can make a smooth road for yourself by doing these things ahead of time—you’ll have more fun at MbM as well:*

**Communication Session B**

Write a **five-minute speech** about something Scoutlike that you want to present in class; if it’s not 100% Scoutlike it won’t be allowed to go on. There’s no reading a speech but you may use written notes on paper or index cards. BE SURE to practice your speech at home, in a mirror or with family so that it’s five-minutes in length.    
  
**Interview someone you know** fairly well, like, or respect because of his or her position, talent, career or life experiences. Listen actively to learn as much as you can about the person and then be prepared to tell us in class how you’d introduce that person to us if they were our next presenter. Include reasons why we’d *want*to hear that person speak. Be ready to do a phone call to that person in front of us, inviting them to come speak at your Communication MB class.    
  
**After your Communication blue card is dated find a public meeting in or your community** and send me the details about that meeting for **preapproval**—don’t attend before it’s approved, please! (This should be a city council, school board, town meeting or a debate.) You want a meeting where different points of view are discussed/debated on a single issue and you note those points of view at the meeting (e.g., big company wants to put a biotech firm in a community that doesn’t want it built or a big real estate developer wants to put ANOTHER big high-rise condo in a small-town but the homeowners don’t want more expensive rental housing, etc.) Practice active listening and take **careful notes of each point of view shared** bring your notes—these points of view that got shared—to MbM and present them. Meetings that do not qualify are athletic sport organizational meetings, parent council gatherings, fundraising meetings, and the like. Bring those notes and details with you to MbM; if you cannot find a meeting before Sept 7-8 then you can find one in the fall and complete this by email with me. All things are doable on this!   
  
**Think up a plan to teach a skill or inform the class about** **something you know well.** Before preparing/developing your plan sent it to me for **preapproval.** We don’t like the same thing taught my many Scouts—keep in mind if it can’t be taught in 5-8 minutes it won’t be successful—we have to be able to learn what you taught to get ‘signed off’ on this requirement. No more than two Scouts teach/inform on the same subject so send your ideas SOON for best outcome! Tell me what you want to teach or inform us on and I’ll let you know **quickly** if you have a ‘green light’ or if you need to dig deeper. *What WON’T get approved?* Musical instruments, teaching any board/card game, martial arts moves, anything that took *you* a LONG time to learn can’t be learned by the ‘average bear’ in 5-8 minutes.

**Engineering**

2.  Select an engineering achievement that has had a major impact on society. Using resources such as the Internet (with your parent's permission), books, and magazines, find out about the engineers who made this engineering feat possible, the special obstacles they had to overcome, and how this achievement has influenced the world today. Tell your counselor what you learned.

9.  Find out about three career opportunities in engineering. Pick one and research the education, training, and experience required for this profession. Discuss this with your counselor, and explain why this profession might interest you.