

K. I. S. S.

Keep It Simple Scouter

Package Price Plan

- * Taking a lesson from Little League, Mighty Mites, Ect. a lot of units have taken a "Package Price Approach" for the initial years Join Night Sign Up.....
- * Parents don't want to know the details.....
Just " How much is it going to cost? " them that night.

*** Using a "Package Price" you are telling them \$90 (or what your Unit decides) and for that you get.....
Membership And Boys Life Magazine
until February 2016
and your First Handbook !"**

How to use this Plan.....

1. As they arrive greet the boy and give him a Mini Boys Life.
2. Greet the parent and give them the "Fee Flyer" and the "Cub Application" (with Cover folded open)
AND Pack Newsletter & Calendar with who-what-where, leaders names/phone number.
3. Ask if they need to borrow a pen.
4. Direct them to the meeting area & tables.

At this point they will sit down, read the They will get out the check book and write the check!

The next phase of the plan.....

5. Have leaders monitoring the parents and answer questions.
6. When each has finished filling out the App. and Written the Check,
go Audit the Application to make sure that they have completely filled it out and signed it.
7. Unit Option at this point: A. Give them the Handbook at this time.
 OR / B. Tell them the handbook will be delivered at the First meeting.
8. Give the Parent an "Adult Application" and Unit Newsletter with Leaders Names, Phone Numbers
Dates, Times, and location of the next meeting.

The final phase of the plan.....

9. "AFTER" ALL PARENTS have completed the applications,
AND they have been collected.....
start the parent information part of the program, and the opportunity to fill out an adult application.

Break down of the fees if you pay \$50

Join Night In August 2014	Feb Recharter Units
Pro-Rated Fee Aug-Feb	\$12.00
Pro-Rated Boys Life Aug-Feb	\$6.00
1st Handbook	\$10.99
<i>Total</i>	<i>Note: Tiger Book \$7.99 / Wolf/Bear/Webelos Book \$10.99</i>
If collecting only until Recharter 2015	\$28.99
Remaining for dues for Unit	\$21.01
Add next years Fee's:	
2015 Membership	\$24.00
2015 Boy's Life	\$12.00
<i>If collecting now & for re-Charter-></i>	\$86.00
Remaining for dues for Unit	\$35.01

If collecting now & for re-Charter->

An even \$100 would cover all of fees until Feb 2016!

- * Can offer a Discount for a second brother,
if they want to share the Boys Life. Use round figures. Uniform & accessories are separate