



## 2021 Leadership Luncheon

# VIRTUAL TABLE HOST RESPONSIBILITIES

**Recruit a table of 8 (you and seven guests)** to the April 28<sup>th</sup> Leadership Luncheon. This is a great opportunity to introduce your colleagues and friends who are not currently involved in Scouting to the programs of the Spirit Lake District of the Cascade Pacific Council. Invite new potential donors who have the capacity to support Scouting with a leadership gift. Renew enthusiasm and support of historical donors with an inspirational event and message. Our goal is to average \$1,200 in giving per table.

### **STEP ONE:**

**Identify 10-15 potential guests for your table.** Once you have identified the names of your potential guests, please give the list to your Leadership Event Chair or Scout representative by April 7<sup>th</sup>. This will ensure that invitees are “cleared” and will not be asked by more than one Table Host. Guests who are invited will be asked to consider financially supporting the BSA. Please consider asking guests who can make a gift of at least \$150 or more and inviting new guests who have the potential to become future Scouting leaders.

### **STEP TWO:**

**Personally invite your “cleared” prospects to attend** the event with you by April 14<sup>th</sup>. For those who cannot attend, solicit their pledge/commitment prior to the Leadership Event.

### **STEP THREE:**

**Fill out and return your confirmed attendance list** to Tim Williams by April 21st.

### **STEP FOUR:**

**Attend the April 28<sup>th</sup> Leadership Luncheon and make your personal pledge** on or before the event. The “official” ask to support Scouting will be made from the virtual podium during the event program and you will be asked to encourage your table guests in making their respective pledges and following up post event to answer any questions or help finalize their commitment. **You can also use the link provided to you to solicit the gift of your guest.**

### **STEP FIVE:**

Within a week, **follow up** with any of your prospects who were not able to attend the event or did not make a gift to support Scouting.

*All gifts are acknowledged through a thank you process.*

### **Leadership Event**

**Date: April 28th, 2021**

**Time: 12:00pm-12:30pm (Preshow starts at 11:45am)**

**Place: Zoom**