BOY SCOUTS OF AMERICA®
GREAT LAKES FIELD SERVICE COUNCIL

Field Team

Weekly Growth Activities

Concept

The Weekly Growth Activity program is designed to encourage that each executive maintains a weekly cadence to the meetings that occur in their district. It provides an opportunity to publicly track progress throughout the year and align goals set in the monthly Day of Planning with daily actions. Each meeting may only be counted in one category each week. A meeting is defined as an intentional, one on one, sit down discussion that yields results in your district. The Weekly Growth Activity expectation only counts for weeks including 3 or more working days. No more than one meeting per week can be counted towards multiple professionals' goals.

The Expectation

A minimum of 3 weekly growth activity meetings must occur each week and a minimum of 15 growth activity meetings must occur each month

Growth Activities

Growth Activity	***Explanation of Growth Activity***
New Unit Sales Call	A meeting with a local church or civic organization where you make a pitch to them about chartering a Scout unit. The initial meeting with the church or civic organization counts, as well as a presentation to the decision-making group (Ex. Church Elders, Board of Advisors) where applicable and separate from the initial meeting.
Networking Event	Any event where business leaders are in attendance and you get the chance to mingle and start a relationship with them. (Ex. Chamber breakfast, luncheon, or ribbon cutting. Rotary, Kiwanis, or another service group meeting.) This does not include any district events or district committee meetings.
Parent Power Appointment	Adults connected to Scouting through youth members and adult volunteers. Purpose is to broaden network with people who are already connected to scouting. (Ex. Scout parents and Adult volunteer family members)
Community Leader Appointment	A person who is perceived to be an influential person in the community and has a large network of individuals and businesses. (Ex. Superintendents, Principals, CEO's, City/State officials, Board Members, etc.)
High Level Donor Visits	A person who is a current donor or donor with a history of $250+, with the purpose of donor cultivation (building/strengthening relationships to increase donations). This can also include a visit that involves asking a donor for $250 or more for a particular campaign.
Manpower Recruitment	Asking a volunteer to fulfill a role in the District. This does not include Council-level volunteer recruitments. The person does not have to say "yes" for this activity to count.
Unit Committee Meeting	A meeting with a pack or troop committee where you make a pitch to them to increase their involvement in scouting (ie. Adopt Family Scouting or Lions program, sell popcorn, attend MCC summer camps, participate in FOS)