

Family Partnership Asks – Preparation Worksheet

Not down the things you can say or ask during different phases of a visit or presentation.

Introduction

I will introduce myself & the council by saying: *(lifelong connection to Girl Scouting, current role, why you volunteered for FP Ambassador, etc...)* _____

How can I connect with this parent or group of parents? *(common ground)* _____

Education

Family Partnership is: _____

Why do we have Family Partnership? - Talk about what these dollars support *(parent letter breakdown + real examples in your life/area)*

- Girl programs _____

- What adults receive _____

- Property/camp _____

What questions can I ask to connect with the group? *(Who was a Girl Scout? What does your daughter enjoy?)* _____

What hidden agendas or problems might come up? _____

How would I like to be asked? _____

This is why I give: _____

The Ask

What paperwork do people need to fill out to give? _____

What are their payment options (*cash, check, credit card, EFT – pledge or outright gift?*) _____

What incentives are offered? _____

Closing

Ask for questions / follow-up with staff on any concerns _____

Thank everyone for their time! Tell the families who gave that they have become a partner in the success and expansion of Girl Scouting!