

MEMBERSHIP AND PRODUCT SALES TRAINING AGENDA



BOY SCOUTS
OF AMERICA®
LAKE ERIE COUNCIL

6:00 pm – 6:30 pm: ARRIVAL/GATHERING

Open House / Kickoff Demonstration

Training “Check-in” will model the “ideal” Recruitment Event and incorporate some best practices for Popcorn Kickoffs.

6:30 pm – 7:00 pm: GENERAL SESSION

Welcome

What’s New in Recruiting and Product Sales?

Fees and Funding

Barriers to Abuse Updates

Council Professional Team Introductions

“Why are you involved in Scouting?”

7:00 pm – 8:00 pm: BREAKOUTS

Membership

“What is RECRUITING?”

Be Prepared

Planning your Recruitment

Goal Setting

Updating Unit Info & Pin

Promotions & Resources/Online Tools

Ingredients for a Successful Joining Event

“Demo” Sign Up Night Set-up Debrief

Overcoming Objections & Closing the Sale

What to do if it is NOT successful...

After the Sign-up Event

Call To Action / What to do NEXT

Popcorn

Planning a Successful Sale

Budget/Goal

Unit Kickoff

Coaching Successful Scout Sellers

Ways to Sell

Online Sales

Storefront Sales

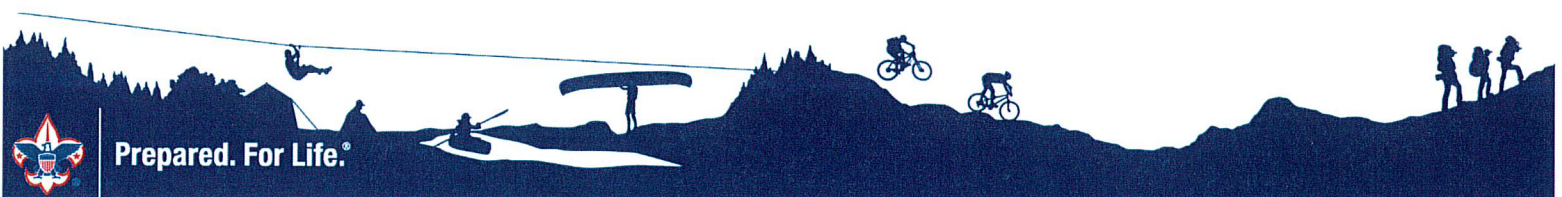
“Wagon” Sales

Rewards/Prizes

Ordering & Distribution

Timeline and Key Dates

Additional Support & Training



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LEC QUICK REFERENCE LINKS

MEMBERSHIP QUICK LINKS:

Membership Resources Page & Resource Request Form:

lecbsa.org/membership-resources



BSA Brand Center (tons of stock photos, videos, and printable materials):

<https://scouting.webdamdb.com/bp/#/>



Ohio ACE Program Info:

<https://www.aceohio.org/>



PRODUCT SALES QUICK LINKS:

Trails' End Site:

<https://trails-end.com/>



Unit Commitment Form:

<https://www.trails-end.com/unit-registration>

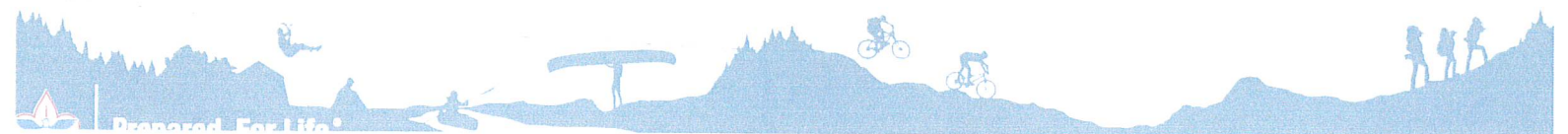


GUIDES:

LEC Membership Guide:



LEC Product Sale Guide:





2023 Annual Membership Fees

EFFECTIVE



FOR ALL
NEW
MEMBERS

NATIONAL	\$80/YR	Participants in kindergarten through age 20.
INSURANCE FEE	\$12/YR	
NATIONAL	\$50/YR	For all Exploring youth and adults.
INSURANCE FEE	\$1/YR	
NATIONAL	\$60/YR	All registered adult volunteers in unit and non-unit positions. (Volunteers with multiple registrations will continue to pay for only one position).
INSURANCE FEE	\$12/YR	
NATIONAL	\$25/YR	This fee is for Merit Badge Counselors who are not already registered volunteers .
INSURANCE FEE	\$12/YR	<small>Merit badge counselors who are not also registered in a unit position are not allowed to attend overnight Scouting activities/events.</small>

NEW-MEMBER JOINING FEE

ONE-TIME
\$25
TO JOIN

Same flat fee no matter when you join during the year. (no prorating)
New members pay joining fee in addition to membership fee.



No joining fee for adult volunteers, Exploring participants, participants previously registered in any BSA program, or those transferring from one program to another.

UNIT CHARTER FEE

\$100/YR

For all new and rechartering units.

SCOUT LIFE MAGAZINE FEE





ACE & SCOUTING

How to use "Afterschool Child Enrichment (ACE) Educational Savings Account Program Funds" to cover Scouting expenses.

What is the Afterschool Child Enrichment (ACE) Educational Savings Account program?

The Ohio Afterschool Child Enrichment (ACE) Educational Savings Account program provides qualifying families with a \$1,000 (per child) credit that can be used to pay for a variety of enrichment activities that will accelerate learning for students impacted by the COVID-19 pandemic. Learn more at <https://education.ohio.gov/OhioACE>

How can youth/families use the ACE funding?

The following is the list of ALLOWABLE ACTIVITIES eligible for potential reimbursement provided on <https://education.ohio.gov/OhioACE>:

- Before- or after-school educational programs;
- Day camps, including camps for academics, music, and arts;
- Tuition for learning extension centers;
- Tuition for learning pods;
- The purchase of curriculum, manipulatives, and consumable materials for home-school families;
- Educational, learning, or study skills services;
- Field trips to historical landmarks, museums, science centers, and theaters – including admission, exhibit, and program fees;
- Language classes;
- Musical instrument lessons;
- Tutoring.

Additional clarifications on what is an allowable ACE expenditure: <https://help.aceohio.org/updated-program-changes>

What SCOUTING COSTS are "allowable expenses" under the OHIO ACE funding program?

Based on the list of approved expenses (see above) the following Scouting-related expenses may be considered for reimbursement:

- Annual National BSA youth registration fee of \$80. UNIT FEES/DUES are NOT eligible at this time.
- National BSA New Member Fee of \$25 (if applicable).
- Insurance Fee of \$12.
- Day Activities, such as Merit Badge Universities and Council weekend events where an overnight stay is not required. Read more information [HERE](#).

What Scouting expenses are NOT eligible for reimbursement at this time?

The following expenses are NOT considered an "allowable expense" under ACE and Ohio State Guidelines:

- Council-sponsored events requiring an overnight stay (such as Resident Camps, some Order of the Arrow events, NYLT, etc.)
Read more information [HERE](#).
- Handbooks or Merit Badge Pamphlets
- Adult Leader Registration Fees
- Activities and events organized by the Unit (that are not Council-sponsored events)
- Cost of supplies for Unit meetings or activities (such as supplies for a Den mtg or merit badge.)
- Any camping equipment or electronics.
- Uniforming or insignia.
- Travel expenses.

HOW to file for reimbursement through the ACE program:

1. Pay your BSA Registration Fees one of three ways:
 - a. Register/Pay ONLINE by visiting LINK and completing an application for your chosen Unit. You will be e-mailed an official receipt from the BSA; this is your PROOF of payment and is one of the allowable documents to receive reimbursement. *(THIS IS THE EASIEST WAY FOR ACE-QUALIFYING FAMILIES TO RECEIVE TIMELY REIMBURSEMENT)*
 - b. Register/Pay AT THE COUNCIL UNIT SERVICE CENTER (2241 Woodland Ave, Cleveland). You will be provided with a paper receipt; this is your PROOF of payment and is one of the allowable documents to receive reimbursement.
 - c. Register/Pay by turning in an APPLICATION/PAYMENT TO UNIT LEADER. The Unit Leader will provide you with a PAYMENT VOUCHER which is your PROOF of payment and is one of the allowable documents to receive reimbursement. YOU MUST SUBMIT THIS VOUCHER AND HAVE HAD YOUR APPLICATION/PAYMENT TURNED IN TO THE COUNCIL OFFICE BY YOUR UNIT LEADER TO AVOID HAVING REIMBURSEMENT REQUESTS "REJECTED."
2. Visit <https://education.ohio.gov/Topics/Other-Resources/Scholarships/ACE/Ohio-ACE-How-to-Apply> to begin the application process with ACE. You will need to apply with ACE to determine eligibility, and then apply with "Merit" which is the service provider for Ohio that administers the fund and reimburses approved expenses. The process can take up to two weeks according to the website. You can find a step-by-step guide here: <https://education.ohio.gov/getattachment/Topics/Other-Resources/Scholarships/ACE/Ohio-ACE-How-to-Apply/ACE-Application-Step-by-Step-Guide.pdf.aspx?lang=en-US>
3. Once you are approved and registered with ACE, you can begin uploading qualifying expenses, including Membership Fees and daytime outings.

How do I know if I am eligible?

Eligibility is determined in three ways; for a family to qualify, you must meet ONLY ONE of the following criteria:

RESIDENCY

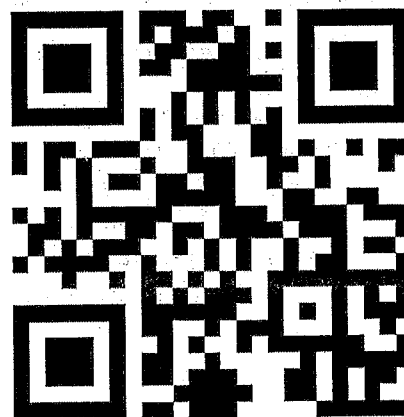
Children residing in districts identified as having a high rate of chronic absenteeism or have one or more schools identified as EdChoice eligible qualify for an ACE Educational Savings Account. [View the full list of eligible districts.](#)

INCOME

Children who reside in a household with an Adjusted Gross Income (AGI) at or below 400% of the federal poverty level based on the most household's most recent federal income tax return qualify for an ACE Educational Savings Account. [Find the chart of qualifying income levels.](#)

GOVERNMENT SOCIAL PROGRAM PARTICIPATION

Children who are part of a family that participates in programs such as Medicaid, Supplemental Nutrition Assistance Program (SNAP), Ohio Works First (OWF) or other government social programs with eligibility at or below 400% of the federal poverty level, qualify for an ACE Educational Savings Account.





2023-2024 Income Eligibility Requirements for the ACE Educational Savings Account

FEDERAL POVERTY GUIDELINES

Number in Household	Gross Annual Amount (400%)
1	\$58,320
2	\$78,880
3	\$99,440
4	\$120,000
5	\$140,560
6	\$161,120
7	\$181,680
8	\$202,240
For each additional person add:	\$20,560

Source: Office of the Assistant Secretary for Planning and Evaluation/US Dept of HHS

All families applying for the ACE Educational Savings Account program under household income eligibility, must have their income reviewed by the Office of Nonpublic Educational Options.

Based on your household, determine from the list below which one fits your status. For example: If your status is (a) of the choices below, you only must submit the documents for that option, not all of them.

- a) If you are currently employed and have the same job you had all of last year, send either 4 current pay stubs for each job, your W-2 forms, your 2022 Federal Income Tax Return forms or your 2022 Federal Income Tax transcripts which may be obtained at WWW.IRS.GOV
- b) If you are currently employed but did not work your current job for all last year, send 4 current pay stubs for each job.
- c) If you are self-employed, send a copy of your 2022 Federal Income Tax Return forms, including all schedules or your 2022 Federal Income Tax transcript.
- d) If you receive other income sources such as food stamps/OWF, child support, unemployment, Social Security, etc., then you must upload copies of official documentation which show how much you receive from each source. Example: If you currently work and receive food stamps and child support, you must submit four current pay stubs, official documentation that shows how much you receive in food stamps, and official documentation that shows how much you receive in child support.
- e) If you have no income or you do not have pay stubs or W-2's, provide your 2022 Federal tax transcript from the IRS. Go to WWW.IRS.GOV. Please upload the request form to the IRS and once you receive your transcript.
- f) If you are recently unemployed, please provide a separation letter from your previous employer on their employer's letterhead stating your last day of employment and your last paycheck stub showing your year-to-date income.

The Ohio Department of Education does not discriminate on the basis of race, religion, gender, nationality, age, disability, or ethnic background.

ACE Education Savings Program

District Name	County
Ashtabula Area City	Ashtabula
Bedford City	Cuyahoga
Cleveland Heights-University Heights City	Cuyahoga
Cleveland Municipal	Cuyahoga
East Cleveland City School District	Cuyahoga
Euclid City	Cuyahoga
Garfield Heights City Schools	Cuyahoga
Maple Heights City	Cuyahoga
Parma City	Cuyahoga
Richmond Heights Local	Cuyahoga
Warrensville Heights City	Cuyahoga
Sandusky City	Erie
Willard City	Huron
Painesville City Local	Lake
Clearview Local	Lorain
Elyria City Schools	Lorain
Lorain City	Lorain

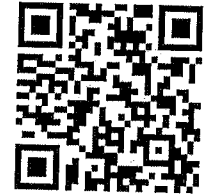


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Scouting's Barriers to Abuse: Adult Supervision Update Requirements

These questions specifically address the new updates, to see all Frequently Asked Questions regarding Barriers to Abuse visit the website:



Q: When does the new policy go into affect?

A: September 1, 2023

Q: Does a Cub Scout parent or legal guardian have to be a registered leader to participate in a Cub Scout overnight program with their own child/ward?

A: No. However, they cannot serve as unit or den two deep leadership or supervision.

Q: What is an adult program participant?

A: An adult program participant is an individual aged 18 or older (most often aged 18-20) who is registered as a program participant in which youth members are also eligible to participate (for example Venturing, Sea Scouting, and Exploring). Adult program participants are subject to the same youth protection policies and guidelines as adult Scouters.

Q: I am an adult attending a pack, troop, crew, or ship overnight activity, do I have to be registered?

A: Yes, if you participate/stay overnight, you must be currently registered in an adult fee required position or as an adult program participant. Also, see Cub Scout Exception for parents or legal guardians.

Q: Our Scouts BSA boy troop and our Scouts BSA girl troop are linked and would like to host a joint outing or activity. Do we have to provide adult leadership from each troop?

A: A. Yes, each troop is a separate unit, and therefore, each troop/unit must provide its own two-deep leadership, meeting the leadership requirements outlined in Scouting's Barriers to Abuse.

Q: Do "Unit Functional Position codes" like Merit Badge Counselor, Unit Advancement Chair or Unit High Adventure Chair found in the "Registration Guidebook of the Boy Scouts of America" fulfill this registration requirement?

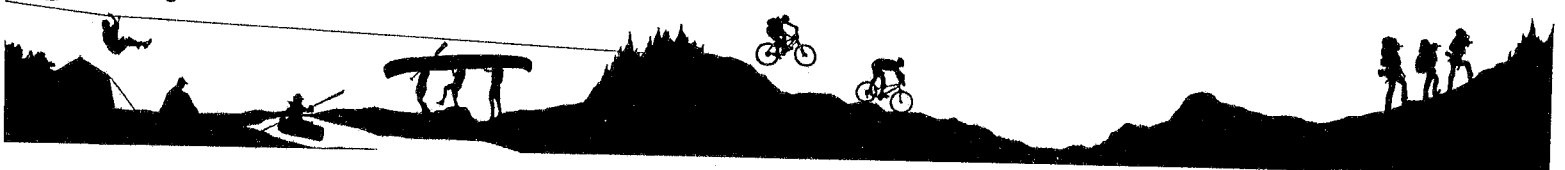
A: No.

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Q: What is an adult fee required position?

A: Adults may select from the list below of adult leader position options provided in the "Registration Guidebook of the Boy Scouts of America" that is available for their unit, district or council position.

Unit Positions

- Assistant Cubmaster (CA)
- Assistant Scoutmaster (SA)
- Assistant Webelos Leader (WA)
- Assistant Den Leader
- Chartered Organization Rep.
- Committee Chairman
- Committee Member
- Cubmaster
- Den Leader
- Explorer Post Advisor
- Lion Coordinator
- Lion Den Leader
- Mate
- New Member Coordinator
- Pack Trainer
- Post Explorer Post Associate Advisor
- Post Committee Chairman
- Post Committee Member
- Principal / Executive Officer
- Scoutmaster
- Skipper
- Tiger Den Leader
- Unit Chaplain
- Unit College Scouter Reserve
- Unit Scouter Reserve
- Venturing College Scouter Reserve
- Venturing Crew Advisor
- Venturing Crew Assoc. Advisor
- Webelos Leader

Council and Division Positions

- Assistant Council Commissioner
- Asst Roundtable Commissioner
- Asst. Division Commissioner
- College Scouter Reserve
- Council Advisory Council
- Council Assistant Treasurer
- Council Associate Member
- Council Camp Staff (Adult)
- Council Camp Staff (Youth)
- Council Chaplain
- Council Commissioner
- Council Committee Member
- Council Executive Board Member
- Council Exploring Committee Chr
- Council Exploring Committee Mbr
- Council Honorary Member
- Council Member-at-Large
- Council President
- Council Religious Emblems Coord
- Council Scout Alumnus
- Council Service Team Chair
- Council Service Team Member
- Council Treas
- Council Vice-President
- Division Exploring Committee
- Division Chairman
- Division Chaplain
- Division Commissioner
- Division Exploring Comm Chr
- Division Member-at-large
- Division Religious Emblems Coord
- Division Service Team Chair
- Division Service Team Member
- Division Vice-Chairman
- Neighborhood Chairman
- Neighborhood Committee
- Roundtable Commissioner
- Scouter Reserve
- Unit Commissioner

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