**Principal Meeting Prep List**

**Before the meeting.**

* What is status of access to the school?
1. Do we have access currently?
2. If not, did we have access in the past? When did access stop? Why did is stop?
* What is the relationship between the pack(s) and the school?
1. Is the pack involved within the school?
2. What has the pack done for the school?
* Who is apart of the administration of the school?
1. Who is the Principal or Head of the institution?
2. Who else at the school has decision making power?
3. Who are the social workers? Do they contract thru another organization?
* What are the demographics of the student base?
1. What is the average income?
2. What is the ethnic back ground break down?
* What resources should you bring to the meeting?
1. Tuft Study, YPT pieces, Family Scouting pieces, Purpose and methods of Cub Scouting?
2. Aetna pieces?
3. An adult leader from the unit who has a child in the school?
4. Influential member of the School Board who supports Scouting?

**At the Meeting**

Ask open ended questions!!

* **Be engaging!**
1. Ask relationship building questions. Get to know them!
2. Treat just like IIC cultivation. We want them on our side!
* Talk about the school year and the struggles the school is having.
1. The unit might be able to fill in and give support and be a super hero for the school.
2. See what the unit can do for the school.
3. Adopt-a-school program.
* How involved is the PTO?
1. The PTO is a great way to get involved and open doors for school access. Some units help with their schools carnival.
* **Don’t forget to talk school access!!**
1. If you don’t have access now, try to persuade them to let us in. Fliers are great, but talks get kids!! This is where having a key volunteer might be beneficial.
2. What will it take?

**After Report:**

* Be sure to document/file your notes away for reference.
* It’s a good idea to sit down with the unit after the meeting to go over what was discussed. It would be beneficial to invite your membership team or chair to the meting as well to discuss recruitment strategies for the school.