

2020 FOS
Table Host Job Description

The Friends of Scouting Patron Dinner is the centerpiece event of the Blue Ridge Council fundraising campaign. The dinner is for those donors who make a leadership gift to Scouting. This year's dinner will be held on **March 10, 2020 at the Embassy Suites, 670 Verdae Blvd, Greenville, SC 29607**. At the dinner, we will recognize Mike Baur, the Chairman, CEO and President of ScanSource with the Good Scout Award.

1. Attend the Table Host training and orientation meeting on **January 16, 2020, 6:30pm at the Blue Ridge Council Service Center, 1 Park Plaza, Greenville, SC 29607**.
2. Select 15-20 prospects to invite to attend the Patron Dinner and sit at your table.
3. Start calls after you have received your invitation. If prospect says "yes" they will attend dinner, write (yes) on the pledge card, and tell them you look forward to seeing them there.

If the prospect says "No", they cannot attend the dinner, then solicit their pledge for 2020 using the "ask for" amount on the card.

4. Contact all prospects by **February 26, 2020**. Final name by name attendance is due to Blue Ridge Council is due that day.
5. **Invite at least five new donors to the dinner**. It is very important that the new potential donors you are going to invite are cleared through the Scout office (contact your District Executive). This helps us guard against prospect duplication and people getting multiple calls.
6. Participate in report meetings on **January 29, February 12, February 26 and March 18** (these meetings will occur at 6:30pm at the Blue Ridge Council Service Center, 1 Park Plaza, Greenville, SC 29607).
7. Attend Blue Ridge Council, Boy Scouts of America Patron Dinner. You will receive a packet before the dinner that will include pledge cards for the people sitting at your table. Your job at the dinner is to make sure we get all cards passed out, collected and signed with a pledge. **(March 10, 2020 at Embassy Suites, 670 Verdae Blvd, Greenville, SC 29607 – Reception at 6:00pm, Dinner at 6:45pm)**

A Council Professional Staff member is assigned to each table host to assist you. Our youth are counting on you to fill a table of 10. When you fill your table of 10 and have prospects remaining, please continue to contact those prospects. If you end up with more than 10 confirmed for your table, we will assign them to another table adjacent to your table. **We are asking you to make sure the 15-20 prospects you select are all contacted by you.**

Instructions to follow when asking an individual to be your guest at the Blue Ridge Council Patron Dinner:

- a. A Table Host may fill more than 1 Table.
- b. If guests will attend, thank them, and tell them an attendee confirmation letter will be sent. There is no ticket for the meal, instead they will be asked to support the Blue Ridge Council at the dinner by making a pledge.
- c. If they cannot attend, refer to your list with their giving history, and ask them to make a pledge toward Scouting to count toward the total raised at the event. Remember we will raise twice as much from those who are unable to attend.



**Blue Ridge Council
Boy Scouts of America
Patron Dinner
Event Date: March 10, 2020
Event Location: Embassy Suites, 670 Verdae Blvd,
Greenville, SC 29607**

Table Host

Yes! I would like to be a Table Host for the 2020 Blue Ridge Council, Boy Scouts of America Patron Dinner!

Your name as it should be printed in the Blue Ridge Council, Boy Scouts of America Patron Dinner Program

Name of business affiliation as you wish to have printed in the Blue Ridge Council, Boy Scouts of America Patron Dinner Program

Preferred Mailing Address:

Street: _____

City: _____

Zip: _____

Preferred Phone Number:

Preferred Fax Number:

Preferred E-Mail Address:

Yes! My company will be a corporate sponsor for Scouting!