

DISPELLING THE OBJECTIONS

Objection: “I’m already giving too much.”

Response (Individual): I completely understand—many families are balancing a lot. Would you be willing to consider a level of support that feels comfortable for you?

Response (Unit-Level): That’s something we’re always mindful of. Units help offset costs through product sales and fundraisers, while Friends of Scouting supports the shared resources—camps, training, insurance, and support services—that benefit every unit.

Objection: “I only support locally,” or “My donation doesn’t stay local,” or “I don’t know where the money goes.”

Response: That’s a great question. Friends of Scouting dollars stay right here, supporting our local council, camps, and programs. While unit fundraising helps individual units, council support allows us to expand Scouting opportunities across the entire community—including camps and training.

Objection: “I already give to other organizations.”

Response: That’s wonderful—thank you for being someone who gives back. By supporting Scouting, you’re also investing directly in programs your family already benefits from. Your support helps ensure Scouting continues to strengthen youth, families, and the broader community.

Objection: “I can’t afford to donate.”

Response: We understand that every family’s situation is different. Gifts of any size are meaningful, and many families choose to spread their gift out over time. The most important thing is participating in a way that works for you.

Objection: “I already give my time, talent, or resources to the unit.”

Response: Thank you—we truly couldn’t do this without dedicated volunteers like you. Because you understand the value of Scouting and are a leader within the unit, would you consider also supporting Friends of Scouting with a gift that helps strengthen programs beyond the unit level?

Objection: “We’ve had a bad presentation in the past.”

Response: I’m sorry to hear that, and I appreciate you sharing that feedback. Our goal is to be respectful, transparent, and informative. I’d be happy to answer any questions and explain how Friends of Scouting supports the council, district, and your unit so you can better understand the impact.