



**A Blueprint for Staff & Volunteers  
Working Together to Achieve Success**

Mark Chilutti, *National Finance and Fund Development Committee*

# Our Plan for the next 30 minutes

- Recognize that the best success comes from working together
- Realize that staff can't do it all
- Provide some success stories that have worked
- With More We Can Do More also translates to people and not just \$\$\$

# Working Together

- Open lines of communication
- Strategizing and planning
- Thinking big and thinking out loud
- Practicing and role playing

# On the Volunteer side

- As the Council President- I want to be available
- I like to be a part of the strategy discussions
- I am a committed partner
- We trust each other, in all ways (agreeing and disagreeing)

# Ways we do it- Staff Perspective

- Know that they have help and support
- Expectations are clear- who does what
- Welcome new and different ideas

# Messages I can Deliver to the Board & other Volunteers

- It's not just the staff's job. It's all of our jobs and we need to take the lead often
- There aren't enough hours in the day for the staff to do it
- We say "volunteer led- staff supported" but do we really mean it?
- We each have our defined roles, especially when it comes to fundraising

# Why it's important to have a volunteer to deliver those messages

- It's more powerful
- It's our responsibility

What can volunteers really do  
to raise the bar?  
(hint, it's your turn to talk!)

# Here are some examples

- Open doors
- Review names of those who already give
- Review names of people attending events
- Share the good work we do

**But are they trained to help you?**

Most people are afraid to “ask people  
for money,” right?

**But I bet they could do this...**

Offer people an investment in changing  
lives through philanthropy

So, how do we even start?

# 3 Question Role Play

- Why are you involved in Scouting?
- Why do you invest in Scouting?
- Why should others join you?

# Here's a free tip...

If they can't open doors, they can  
certainly say thank you!

# Board Stewardship Plan

Cradle of Liberty's success story

# Forming a Development Committee

- Patriots Path- NJ does this better than anyone I know
- Even if you start small, it makes sense to start
- The more people asking and engaged in fundraising to odds for success increase

# A friendly reminder

With more we can do more means more than  
just money, it also means people and  
resources



**Thank You!**