

# *Real-World Career Experiences* **Exploring**<sup>®</sup>



## **2016**

# **Exploring Growth Kit**

---

- Introduction to the Exploring Growth Kit
- Exploring/Club Memorandum of Understanding
- Registrar Instructions
- Journey to Excellence Award – Exploring Districts
- Journey to Excellence Award – Posts/Clubs
- Planning worksheets:  
[Electronic versions available at MyBSA>Resources>Learning for Life]
  - Monthly Participant Growth Projections
  - Monthly Post/Club Growth Projections
  - Total Participant Projections
  - Total Post/Club Projections
- Fundraising
- Exploring Century Club
- Exploring Career Card Program
- New & Frequently Used Resources
- Learning for Life Executive Staff

**“GROWTH IS NEVER BY MERE CHANCE; IT IS THE  
RESULT OF FORCES WORKING TOGETHER.”**

**JAMES CASH PENNEY**

© Lifehack Quotes

**As you prepare your Exploring growth plan,  
take time to consider whether or not your Exploring  
programs are engaged in your council services and operations  
by asking these questions:**

*Is Exploring including in the council strategic plan?*

*Do the youth serving executives' PDS goals specifically include Exploring?*

*Is there a VP of LFL/Exploring on the council's executive committee?*

*Is Exploring addressed during staff meetings?*

*During council/district training opportunities – is Exploring included?*

*Is there a council/district coordinated Exploring event open to all Explorers that  
will generate income for the council?*

*Is there a coordinated effort to offer/collect career interest surveys in all districts?*

*Does the Scout Shop sell Exploring merchandise?*

*Is an Exploring-branded (like Career Cards), council coordinated fundraiser  
offered to your posts and clubs?*



Check One: Middle School Explorer Club  Explorer Post   
New Post/Club  Renewal (Unit No.) \_\_\_\_\_

# Annual Memorandum of Understanding

\_\_\_\_\_ has read and understands the following conditions for participating in this program operated and maintained by Learning for Life, a District of Columbia nonprofit corporation (“Learning for Life”), and desires to enter into this agreement regarding participation in this program. The responsibilities of the organization include:

Middle School Explorer Clubs only:

- Screening and selecting at least two adults, including a sponsor and associate sponsor, to work directly with the Middle School Explorer Club participants.

Explorer Posts only:

- Screening and selecting at least four adults, including committee chairman, two committee members, and an advisor, who will work directly with the post officers.

Middle School Explorer Clubs and Explorer Posts:

- Ensuring that all participating adults complete the required Learning for Life Youth Protection training. The training is available at [exploring.learningforlife.org](http://exploring.learningforlife.org).
- Providing adequate facilities for the participants to meet on a regular schedule with a time and place reserved.
- Participating in an initial program orientation session.
- Participating in at least one evaluation with Learning for Life representatives each year.

*Note: Adults may serve in multiple posts and clubs.*

This program is part of Learning for Life’s education resource program. Learning for Life provides the support service necessary to help the participating organizations succeed in their use of the program.

These services include year-round training techniques and methods for selecting quality leaders; program resources; and primary general liability insurance to cover the participating organization, its board of directors and/or trustees, and its officers and employees in their official and individual capacities against personal liability judgments arising from official Learning for Life activities.

This Annual Memorandum of Understanding shall remain in effect through the registration expiration of the post or club. Either organization may discontinue the program at any time upon written notice to the other organization.

Date: \_\_\_\_\_

\_\_\_\_\_  
Signature of organization head or designee

\_\_\_\_\_  
Signature of Learning for Life representative

\_\_\_\_\_  
(Print name)

\_\_\_\_\_  
(Print name)





## For Registrars

Exploring is a worksite-based program. It is part of Learning for Life's career education program for young men and women who are in 6<sup>th</sup> – 8<sup>th</sup> grades (CLUBS) or 14 (and have completed the eighth grade) through 20 years old (POSTS). Exploring's purpose is to provide positive and meaningful real-world career experiences and leadership development opportunities for all teenagers and young adults in their chosen field of interest. Explorers are ready to investigate the meaning of interdependence in their personal relationships and communities.

### **PARTICIPATING ORGANIZATION**

The physical location, not the mailing address, of the organization must be within your council's geographical area. In addition, the physical location of the organization, not the mailing address, must reside within your district's geographic area. All participating organizations in Exploring are required to pay a general liability insurance fee of \$40. This fee is submitted with the post's or club's application and helps defray expenses of the general liability insurance program. This form is retained in the local council.

New Explorer posts and clubs must complete the Exploring Application for Participation (No. 524-565), the Exploring Memorandum of Understanding (No. 800-737), and applications for youth and adult Exploring participants.

The full name of the participating organization and organization code should be on the Exploring Application for Participation.

The Exploring application forms for youth and adults are required; NO rosters may be used.

The participating organization must be identified clearly; initials or abbreviations cannot be accepted. It is necessary to have the head of the organization or executive officer of the organization listed, along with the full physical address, e-mail address, and correct zip code.

Most Explorer posts' and clubs' participating organizations are businesses, community groups, or schools.

Explorer post and club numbers are assigned to the participating organization.

### **REGISTERING POSTS AND CLUBS**

Explorer posts or clubs may have any month of renewal and may register for six to 18 months.

There must be at least FIVE paid youth. It is possible to register a post or club with fewer, if special circumstances exist.

The Scout Executive may give permission to allow a post or club to register with as few as two paid youth members. No post or club can register with fewer than two PAID youth members. A career interest code identifies the type of career specialty that the post or club program will emphasize.

A Certificate of Exploring Participation is issued to each organization conducting the Exploring program (No. 524-571). Exploring participation cards are issued for each youth and adult participant (No. 524-572). Adult and youth participants may not multiple participate between Learning for Life and Boy Scout of America programs.

## **REGISTERING CLUBS**

ScoutNET will provide a Warning message when council Registrars attempt to register a participant who is younger than age 14 or who has not completed the eighth grade. However, Registrars may disregard the Warning, because in this particular situation, the youth will be registered as Explorers with their actual birthdays and grades.

To register the two adults, follow these special procedures:

1. Process the two adults as primaries, using each person's actual date of birth (DOB) and Social Security Number (SSN).
2. Then, duplicate the same two adults using the same records with each person's DOB and SSN.
3. The Post/Club Committee Chair (PCC) may also be the Post/Club Committee member (PMC) (i.e., a multiple registrant).
4. The Explorer/Club Advisor (EA) may also be the PMC (i.e., a multiple registrant).
5. For coeducational clubs, have at least one female adult and one male adult listed on the roster.
6. **For ALL clubs, Registrars will use the new Special Interest Code 0999 no matter the club's specific career interest.**
7. For clubs associated with a post, assign a different number for the club.
8. Once the Explorer Club is an active unit, place the career field in the comments section on the unit record.

## **YOUTH PARTICIPATION**

POSTS: Must be at least age 14 and have completed the eighth grade, or be age 15 but not yet 21.

CLUBS: Must be in 6<sup>th</sup>-8<sup>th</sup> grades, regardless of age.

There is a yearly participation fee of \$24. The cost can be prorated at two dollars a month. No other fees should be included. If a youth turns 21 and wishes to be listed as an adult, they must pay the prorated fee.

Explorers can also be enrolled in a traditional unit by paying the \$24 fee and filling out a youth application.

Explorers wishing to be enrolled in more than one Explorer post or club can multiple in another post or club without paying another fee.

Open to both male and female.

## ADULT PARTICIPATION

All Explorer **POSTS** require the following adult positions:

- IH Executive officer
- PCC \* Post committee chair (only one)
- PMC \* Post committee member (minimum two)
- EA \* Explorer Advisor (only one)
- AA Associate Advisor (optional)

*\* These four positions are mandatory for an Explorer post to be accepted.*

All Explorer **CLUBS** require the following adult positions:

- IH Executive officer
- ES Explorer Club Sponsor
- AS Explorer Club Associate Sponsor

The PCC or ES can also register as the IH (executive officer).

The IH (executive officer) and the PCC (post committee chair) are not voting positions of the council.

All positions are open to both males and females who **MUST** be 21 years of age.

There is yearly participation fee of \$24. This cost includes general liability insurance. No other fees should be included. The IH (executive officer) pays no participation fee.

Adults may be multiple listed if they are already paid in another Explorer post.

They cannot be listed in two positions in the same post.

An adult paying in a traditional BSA unit or the Learning for Life program cannot multiple enroll in an Exploring post.

Adults **MUST** have a criminal background check, so their birth date and Social Security number are required.

Exception: Adults that are employed by local, state, or federal governmental agencies that require background checks as a condition of employment. (Form No. 28-573 should be completed and signed by the participating organization certifying that a background check has been completed for all individuals on the Exploring adult participants roster or form.)

For more information on criminal background checks and using form No. 28-573, go to BSA Info and select "Learning for Life," select "Exploring Post Organization/Renewal," select "Criminal Background

Check information," select "Form No. 28-573," and select "Instruction for Registrars using form No. 28-573."

## **FORMS**

Location: Log into MYBSA [[mybsa.netbsa.org](http://mybsa.netbsa.org)]

Go to: Resources>Learning for Life

Select: Exploring>Forms or Programs>New Posts, Clubs Renewal

The following forms can be found:

- Post Renewal Application Instruction

- Exploring Memorandum of Understanding

- Explorer Application for Participation

- Explorer Adult Participant Application

- Explorer Youth Participant Application

- Explorer Career Interest Codes

- Criminal Background Exemption

Any questions concerning these forms or the school-based or Exploring programs should be directed to Learning for Life at (972) 580-2433.



# Exploring's Journey to Excellence

## 2016 District Planning, Performance, and Recognition

	Objective	Bronze Level	Silver Level	Gold Level	Bronze Points	Silver Points	Gold Points
<b>Finance</b>		<b>Category Total Needed for Overall Gold: 225</b>			<b>Max Points:</b>		<b>600</b>
#1	<b>Fundraising performance:</b> Achieve district Exploring goals as defined by the council.	Meet/exceed goal established for bronze. \$ _____	Meet or exceed goal established for silver. \$ _____	Meet or exceed goal established for gold. \$ _____	150	200	400
#2	<b>Fundraising manpower:</b> Achieve district goals as defined by the council.	Meet or exceed goal established for bronze. Total of _____	Meet or exceed goal established for silver. Total of _____	Meet or exceed goal established for gold. Total of _____	75	100	200
<b>Participation</b>		<b>Category Total Needed for Overall Gold: 325</b>			<b>Max Points:</b>		<b>900</b>
#3	<b>Market share:</b> Increase market share.	0.25% density or 2% growth (i.e. .200% to .204%)	0.60% density or 5% growth	1.75% density or 8% growth	100	200	300
#4	<b>Youth participation growth:</b> Increase number of Explorers.	Greater than last year	3% over prior year	5% over prior year	75	100	200
#5	<b>Post/Club growth:</b> Increase over prior year.	3%	5%	10%	75	100	200
#6	<b>Student interest data:</b> Collect data on specific student career interests.	Collect data on 15 times year-end participation goal	Collect data on 20 times year-end participation goal	Collect data on 23 times year-end participation goal	75	100	200
<b>Program</b>		<b>Category Total Needed for Overall Gold: 125</b>			<b>Max Points:</b>		<b>500</b>
#7	<b>Post/Club programs:</b> Posts and clubs Include interactive activities in meetings and programs.	40% of meetings include interactive activities	70% of meetings include interactive activities	85% of meetings include interactive activities	25	50	100
#8	<b>Super activity:</b> Posts conduct super activities.	40% of posts participate in a super activity	50% of posts participate in a super activity	60% of posts participate in a super activity	25	50	100
#9	<b>Community service:</b> Increase community service provided by Explorers.	Average 3 hours per Explorer or 0.25 hour increase	Average 4 hours per Explorer, or 3 hours and 0.25 hour increase	Average 6 hours per Explorer, or 4 hours and 0.25 hour increase	25	50	100
#10	<b>Youth leadership:</b> Have trained youth leadership.	40% of posts and clubs have youth officers	60% of posts and clubs have youth officers	80% of posts and clubs have youth officers	25	50	100
#11	<b>Open house recruiting:</b> Posts and clubs conduct a recruitment event annually during September - November.	65% of all posts and clubs based on 12/31 registration	75% of all posts and clubs based on 12/31 registration	85% of all posts and clubs based on 12/31 registration	25	50	100
<b>Service Team</b>		<b>Category Total Needed for Overall Gold: 200</b>			<b>Max Points:</b>		<b>600</b>
#12	<b>Service team members:</b> Increase the number of registered Service Team Members over prior year.	Ratio of 1:5, or 5% increase number of registered Team Members	1:4, or 1:5 ratio and 5% increase total number of registered Team Members	1:3, or 1:4 ratio and 5% increase total number of registered Team Members	100	200	300
#13	<b>Post/Club performance:</b> Improve the performance ratings using National Exploring Journey to Excellence Award metrics.	40% of the posts and clubs in the district achieve the Bronze award or above	60% of the posts and clubs in the district achieve the Bronze award or above	70% of the posts and clubs in the district achieve the Bronze award or above	100	200	300
<b>Leadership &amp; Governance</b>		<b>Category Total Needed for Overall Gold: 150</b>			<b>Max Points:</b>		<b>400</b>
#14	<b>District leadership:</b> Increase number of registered volunteers on Exploring district committee.	At least 6 members or increase of one person	At least 12, or at least 6 and increase of two people	At least 19, or at least 12 and increase of three people	75	100	200
#15	<b>Trained Adults:</b> Have registered and trained adult leaders.	30% completed Adult Explorer Leader training	55% completed Adult Explorer Leader training	75% completed Adult Explorer Leader training	75	100	200

Scoring: Gold- Total of 1,650 total points plus minimums in every category, Silver- Total of 1,350 points, Bronze- Total of 1,000 points



## Exploring's Journey to Excellence 2016 District Planning, Performance, and Recognition

Journey to Excellence in 2016 will proceed along the path of continuous improvement. It is based on many of the best practices used in the corporate performance measurement field today. It guides program planning before the year begins, monitors activities for continuous improvement during the year, and recognizes performance at the end of the year. In planning your strategy, use actual numbers from the previous years to guide your performance improvement goal-planning. The district may qualify by meeting either determined or performance improvement standards.

Finance Measures	
1	Achieve district fundraising goals in the name of Exploring as defined by the council.
2	Achieve district goals related to volunteers involved in fundraising as defined by the council.
Participation Measures	
3	Total registered Explorers on 12/31/16 divided by total available youth. Total available youth (TAY) is defined as boys and girls, ages 14-16. TAY totals available from the national Exploring office.
4	Difference between 12/31/15 total number of Explorers and 12/31/16 total Explorers, divided by 12/31/15.
5	Total posts and clubs year-end 2016 less year-end 2015, divided by year-end 2015.
6	Collect student career interest data for 5th - 12th grade students. Data can be collected from either Learning for Life student career interest survey OR a school's own method. Data is defined as student name, grade and at least one career interest. Student phone numbers and addresses are not necessary, but very beneficial.
Program Measures	
7	Post and club meetings consist of interactive activities that engage Explorers beyond lectures, reading handouts or watching slide shows.
8	A super activity is a major trip, activity or project requiring advanced planning and promotion by Explorers.
9	Total service hours by club and post participants recorded on Journey To Excellence service hours website on 12/31/16, divided by registered Explorers on 12/31/16.
10	Youth officers - post/club president, vice president, secretary, and treasurer (or career field equivalent) - are active and trained. Training is defined as completion of a Youth Officers' Seminar.
11	The posts and clubs annually conduct an open houses or similar recruiting events.
Service Team Measures	
12	Increase the number of registered Service Team Volunteers over prior year, or maintain an appropriate ratio of service team members to number of registered posts/clubs.
13	Total number of posts and clubs rated as bronze, silver, or gold on 12/31/16, divided by the total number of posts and clubs.
Leadership & Governance Measures	
14	Increase the number of registered volunteers serving on the Exploring district committee who meet at least quarterly to address student career interest data collection, Exploring events, awards and recognitions and fundraising efforts.
15	Percentage of all registered post and club leaders have completed Adult Explorer Leader Training. This is a proven indicator of post success and longevity.

**Scoring the district's performance:** To determine the district's performance level, the council will use the above information to measure the points earned for each of the 15 individual criteria and then add those individual point scores to determine a composite score. Bronze level requires earning 1,000 points, Silver level requires earning 1,350 points and Gold level requires earning 1,650 points (and stated minimum point totals in each of the five categories). Councils may offer up to 100 bonus points to their districts for strategic initiatives. These will be added to the total score, but will not be included in any category.



**Post / Club \_\_\_\_\_ of \_\_\_\_\_ District**  
**2016 Exploring's Journey to Excellence**

Item	Objective	Bronze Level	Silver Level	Gold Level	Bronze Points	Silver Points	Gold Points
<b>Committee and Planning</b>					<b>Total Points: 300</b>		
#1	<b>Committee and Planning:</b> Have an active post or club committee.	Post or club committee adopts an annual plan and meets at least twice a year.	The post or club committee meets at least four times a year.	The post or club committee meets at least six times a year.	100	200	300
<b>Participants and Growth</b>					<b>Total Points: 500</b>		
#2	<b>Open house:</b> Conduct an open house or recruitment event.	Conduct an open house or recruitment event.	Conduct an open house or recruitment event in November.	Conduct an open house or recruitment event in September or October.	100	200	300
#3	<b>Growth:</b> Increase number of youth participants.	Maintain or grow number of youth participating in post or club programs as compared to the prior year.	Achieve Bronze, plus at least half of the youth remain involved throughout the year.	Achieve Bronze, plus at least two-thirds of the youth remain involved throughout the year.	50	100	200
<b>Program</b>					<b>Total Points: 700</b>		
#4	<b>Post or club program:</b> Include interactive activities in the post or club program/meetings.	40% of meetings include interactive activities.	70% of meetings include interactive activities.	85% of meetings include interactive activities.	50	100	200
#5	<b>Youth leadership:</b> Have trained youth leadership.	Have active youth officers.	Achieve Bronze, plus post or club Officers' Seminar is conducted for all youth officers.	Achieve Silver, plus Youth Leadership Workshop is conducted.	50	100	200
#6	<b>Super activity:</b> The post or club plans and/or participates in a super activity.	Explorers participate in an activity, either nationally, regionally, or locally.	The post or club will plan and conduct it's own super activity.	Achieve Silver with at least 50% Explorers in attendance.	50	100	150
#7	<b>Service projects:</b> The post or club participates in one or more community service projects.	Explorers performed one or more community service projects averaging three hours per registered Explorer.	Explorers performed one or more community service projects averaging four hours per registered Explorer.	Explorers performed one or more community service projects averaging six hours per registered Explorer.	50	100	150
<b>Volunteer Leadership</b>					<b>Total Points: 500</b>		
#8A	<b>Post adult leadership:</b> Have registered and engaged adult leaders.	Have five registered adult leaders including: Advisor, associate Advisor, committee chair, and two committee members.	Have six registered adult leaders including: Advisor, associate Advisor, committee chair, and two committee members.	Have eight or more registered adult leaders including: Advisor, associate Advisor, committee chair, and two committee members.	100	200	300
#8B	<b>Club adult leadership:</b> Have registered and engaged adult leaders.	Have three registered adult leaders including: Sponsor, co-sponsor, and a committee member.	Have four registered adult leaders including: Sponsor, co-sponsor, and two committee members.	Have five registered adult leaders including: Sponsor, co-sponsor, and three committee members.	100	200	300
#9	<b>Trained adults:</b> Have trained adult leaders.	Advisor or an associate advisor has completed position-specific training.	Achieve Bronze, plus 50% of registered adults have completed Adult Explorer Leader Training.	Achieve Silver, plus 75% of registered adults have completed Adult Explorer Leader Training.	50	100	200

- Bronze:** Earn at least 600 points by earning points in at least 6 objectives.
- Silver:** Earn at least 900 points by earning points in at least 7 objectives.
- Gold:** Earn at least 1,200 points by earning points in at least 7 objectives.

**Total points earned:** \_\_\_\_\_

**No. of objectives with points:** \_\_\_\_\_

- Post/Club leaders have meet with the executive officer of the participating organization.*
- Our post/club has submitted our renewal forms with the necessary signatures and fees prior to the deadline.*
- We certify that these requirements have been completed:*

Advisor/Sponsor \_\_\_\_\_ Date \_\_\_\_\_

President \_\_\_\_\_ Date \_\_\_\_\_

LFL Representative \_\_\_\_\_ Date \_\_\_\_\_

*This form should be submitted to the local Learning for Life office.*



## ***Exploring's Journey to Excellence***

### ***2016 Post/Club Planning, Performance, and Recognition***

Journey to Excellence uses a balanced approach to measure performance. The objectives were developed following extensive research into proven indicators of enduring post and club programs. It guides program planning before the year begins, monitors activities for continuous improvement during the year, and recognizes performance at the end of the year. In planning your strategy, use actual numbers from the previous renewal year to chart your progress. Use the criteria in planning your strategy for the coming year to guide your performance improvement. The youth officers should take the lead in making this assessment. The period for measuring performance will be the calendar year.

<b>Committee and Planning Measures</b>	
1	The post or club has a committee that meets throughout the year to support the program.
<b>Participants and Growth Measures</b>	
2	The post or club annually conducts an open house or similar recruiting event.
3	The post or club has an active recruiting program and maintains youth involvement in an annual program.
<b>Program Measures</b>	
4	Post or club meetings consist of interactive activities to engage Explorers beyond listening to lectures, reading handouts, or watching slide shows. This is a proven indicator of post success.
5	The post or club provides youth leadership opportunities and training.
6	A super activity is a major trip, activity, or project requiring advanced planning and promotion by Explorers. Qualify for Bronze by participating in an activity planned by another group.
7	The post or club participates in one or more community service projects during the year. The projects may be completed as joint projects with other organizations. Criteria is based on average hours per Explorer, not total hours for each Explorer.
<b>Volunteer Leadership Measures</b>	
8	Having a sufficient number of adults is a proven indicator of success and longevity. Posts use the measures outlined in Criterion 8A on the reverse side, while clubs use those described in 8B.
9	All adult volunteers have current youth protection training. Registered leaders have completed Adult Explorer Leader Training.

**Scoring the post's or club's performance:** To determine the performance level, the council will use the above information to measure the points earned for each of the 9 individual criteria and then add those individual point scores to determine a composite score. Bronze level requires earning 600 points in at least 6 criteria, Silver level requires earning 900 points in at least 7 criteria, and Gold level requires earning 1,200 points in at least 7 criteria.





## Learning for Life & Exploring Monthly Participant Growth Projections

Month \_\_\_\_\_

Council: \_\_\_\_\_

	Elem (Pre-K - 6th)	Junior High (7th & 8th)	Senior High (9th - 12th)	Special Needs (Champions)	Exploring (Posts)	Explorer (Clubs)	TOTAL
1. Participants at end of last month							
2. This month's goal							
3. Line 1 minus line 2							
4. Participants lost in recertified groups and posts	-	-	-	-	-	-	
5. Members lost in dropped groups and posts	-	-	-	-	-	-	
6. Total needed (add lines 3, 4, and 5; will probably be a minus)							
7. Participants in new groups and posts	+	+	+	+	+	+	
8. Participants in separated reregistered groups and posts	+	+	+	+	+	+	
9. Additional enrollments	+	+	+	+	+	+	
10. Final Projection (Add lines 6, 7, 8, and 9; balance must be zero to make goal)							



Month: \_\_\_\_\_

Council: \_\_\_\_\_

<b>POST/CLUB NOTES</b>					
<b>ADD</b>			<b>DROP</b>		
<b>POST/CLUB</b>	<b>NOTES</b>	<b>NO. PARTICIPANTS</b>	<b>POST/CLUB</b>	<b>NOTES</b>	<b>NO. PARTICIPANTS</b>
		+			-



## Monthly Post/Club Growth Projections

Council \_\_\_\_\_

Month of \_\_\_\_\_

	Posts	Clubs	Total Participants
1. Posts/Clubs at end of last month			
2. This month's goal			
3. Line 2 minus line 1			
4. Dropped Posts/Clubs	-	-	
5. Total needed (add lines 3 and 4; probably will be a minus)			
6. New Posts/Clubs	+	+	
7. Separated reregistered Posts/Clubs	+	+	
8. Add lines 5, 6, and 7 (balance must be zero to make goal)			







## Total Post/Club Projections

	POSTS		CLUBS	
	201- Actual	201 Projected	201 Actual	201 Projected
Jan.				
Feb.				
Mar.				
Apr.				
May				
Jun.				
Jul.				
Aug.				
Sept.				
Oct.				
Nov.				
Dec.				


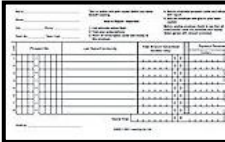




# FUNDRAISING

in the name of



The National Learning for Life & Exploring Team would like to be sure you are aware of fundraising resources available to you thru the Supply Group. Use the LFL supply order form to purchase these items. The fundraising process is the same – now you have appropriately branded pieces to use as part of your fundraising campaigns for Exploring and / or Learning for Life school based programs.

ITEM No.	DESCRIPTION	COST	IMAGE
34894	LFL Field receipt book	\$5.99 ea	
34892	LFL Report envelope	\$0.29 ea	
34891	LFL Fundraising folder	\$0.49 ea	
34893	LFL Supporter sticker, pk 100	\$8.99 ea	



**GROWTH**



**CENTURY CLUB**

With the increasing emphasis on Exploring, we want to help keep the momentum going by recognizing those who share a focus on the career education program. The impact that Exploring has on our youth is one that is positive and lifelong. The more youth we reach through Exploring, the more positive their (and our) futures will be!

In the meantime, local council professionals of all levels can earn recognition for their hard work and focus on Exploring. All of those who qualify will earn:

- Recognition in the Area Directors newsletters
- Local councils should coordinate formal recognitions at staff and/or board meetings as well
- A certificate of recognition
- Recognition item

**Who can qualify and how?**

Learning for Life & Exploring Directors & Executives, District Directors & Executives

Net gain of 100 Explorers (in Posts or Clubs) in your **district or service area** on December 31 as compared to the previous year.

Field Directors & Directors of Field Service

Average net gain of 100 Explorers (in Posts or Clubs) of the districts in your **service area** on December 31 as compared to the previous year.

Scout Executives

Average net gain of 100 Explorers (in Posts or Clubs) of the districts in your **council** on December 31 as compared to the previous year.

Volunteers

Professionals who earn the recognition can choose to recognize one (1) volunteer with the Century Club recognition. Volunteers will earn the same recognition item as professionals.

Every county in the country has the same four agencies that are likely to start a Post or Club. If you register each of those four with the national average number of youth per unit (24), you'll be well on your way to earning the Century Club Recognition!

**Sheriff • District Attorney/Bar Assoc. • Fire Dept. • Hospital/Clinic**

# EXPLORING CENTURY CLUB RECOGNITION APPLICATION

Congratulations on earning the Exploring Century Club recognition! Your hard work is greatly appreciated by not only the youth registered in your Posts and Clubs, but also by your local communities and the National Learning for Life and Exploring Team.

Complete this application and submit to the national Exploring office by January 31<sup>st</sup> via

1. **Email:** [exploring@lflmail.org](mailto:exploring@lflmail.org)
2. **Mail:** Learning for Life, P.O. Box 152225, Irving, TX 75015-2225
3. **Fax:** 972-580-2137

Name of professional: \_\_\_\_\_ Title: \_\_\_\_\_

Council Name: \_\_\_\_\_ Council #: \_\_\_\_\_

District(s): \_\_\_\_\_

Name of volunteer: \_\_\_\_\_ Title: \_\_\_\_\_

## Exploring Membership:

*If you serve or supervise more than one district, calculate the average of all the districts.*

	<u>Membership</u>
As of December 31 <sup>st</sup> , 201__	_____
As of December 31 <sup>st</sup> , 201__	_____
<b>TOTAL NET GAIN</b>	_____

**Attach to this application a  
December 31<sup>st</sup> OPR for  
each district.**

## Scout Executive:

We will recognize this professional at:      Staff meeting      Board meeting      Other \_\_\_\_\_

We will recognize this volunteer at:      Council award banquet      Other \_\_\_\_\_

Scout Executive's Signature: \_\_\_\_\_ Date \_\_\_\_\_

# &\$%\* Exploring Career Card™ Program

## Career Card™ Details

### &\$%\* Program Highlights

- **Card Pricing:** \$0.64 ea.
- **New Merchants** (see page 3)
- **Reorders on Demand.**
- **Faster Turnaround Time** (within three weeks from order submission).
- **No Merchant Negotiation Required** - we'll do all the work.

The Learning for Life National Office and Entertainment® have partnered to offer the 2015 National Career Card™ program to all councils.

Each Career Card™ features 2 merchant offers on each side of the Career Card™ that your council selects. The backside of the card provides an annual savings membership to an exclusive Explorers savings site powered by Entertainment®.



For more information on your 2016 Career Card™, contact:

**James Johnson, Team Leader, Revenue Growth**

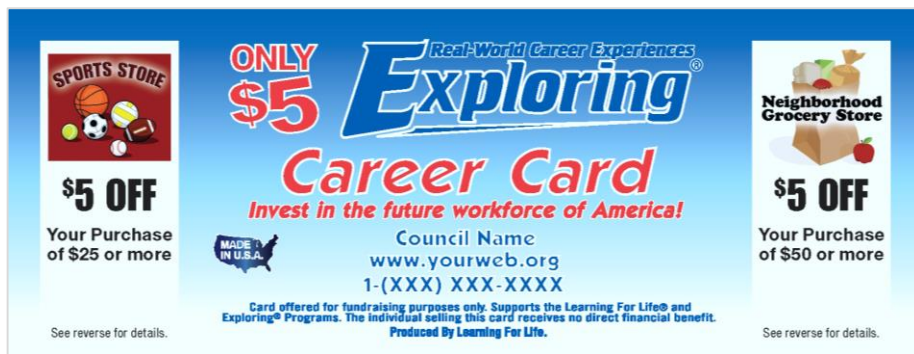
**Email:** james.johnson@lflmail.org

**Phone:** 972-580-2260

# 2016 Exploring Career Card™ Program

## Career Card™ Details

### Career Card™ Front



- Select Two Merchant Offers for side tabs
- Personalized with your local council information

### Career Card™ Back



- Access to Explorers Savings Website throughout 2016
- Over 200,000 offers with savings up to 50%

Individual cards will have a unique code to access the savings website



# 2016 Exploring Career Card™ Program

## Career Card™ Merchants

Current merchants available for break-off tabs on card (08/1/14)



Over 200,000 offers available on website

Here's a sampling of some regional and national merchants available...



# 2016 Exploring Career Card™ Program

Savings Website Access

Check out the local offers available through the Explorers website:  
[www.saversguide.com/custom/bsademo](http://www.saversguide.com/custom/bsademo)

*Note: Website is intended for BSA offer preview purposes only. Camp Card references will be removed for 2016 Exploring Career Card program.*



**Get Access to over 200,000 offers in your hometown and throughout North America.** Each card entitles the consumer to self-select up to 10 premium discounts from a custom Explorers website powered by the Entertainment® discount network. **Enjoy up to 50% savings in Dining, Shopping, Attractions, Travel, Services, and Online Deals.** Simply print your savings or redeem at the merchant by showing your Smartphone.

# 2016 Exploring Career Card™ Program

## Marketing Materials



The National Career Card program is committed to helping your council maximize your sales. We've created optional materials to help support your sale:


- Info sheets and card holders for Explorers
- Videos/tutorials for your leaders
- Council assets to help promote the sale

Let us know additional ways we can help support your sale.





<b>NEW RESOURCE</b>	<b>Exploring Guidebook <i>ALREADY AVAILABLE!</i></b>	<b>Exploring Leader Online Training Modules</b>	<b>Career Survey Guidebook <i>ALREADY AVAILABLE!</i></b>	<b>Exploring &amp; LFL Sales Kits <i>ALREADY AVAILABLE!</i></b>	<b>Exploring Activity Online Library</b>	<b>Open House Fliers</b>
<b>DESCRIPTION</b>	A one-stop-shop for adult and youth leaders.	18 mini modules. Adult leader position dictates which of the 18 must be completed to be considered trained.	A one-stop-shop for professionals and marketing teams for all things "career interest". Sales tips, survey format options, report generation instructions, scanning services, etc.	A multi-use presentation piece that delivers a consistent message about Exploring. To be used in large group sales, one on one sales, group presentations, etc. EXPLORING SKU 622999, LFL SKU 622998	a searchable (by keyword, career field, age appropriateness, etc) database of career-specific and soft skill activities with step by step instructions	1 page w/blank white space for customization
<b>FORMAT</b>	PDF only, eventually ePub, eventually Print On Demand	online modules	PDF only	12 page, color booklet	web-based, password protected for registered Exploring volunteers	customizable locally or with Print On Demand
<b>LOCATED</b>	MyParticipation.org, LFL Internal Site	MyParticipation.org	LFL Internal Site	NDC BIN, eventually Print on Demand	accessed thru MyParticipation.org	NDC Catalog, eventually Print on Demand
<b>REPLACES</b>	Open House Planning Guide, Old Exploring Handbook, Basic Adult Leader Training Guide (blue cover, w/CD)	Basic Adult Leader Training Guide (blue cover, w/CD), Basic Adult Leader Training online module, Fast Start	COMBINES: survey objections, scanning instructions, OCIS application, teacher cover sheet, DOE support letter	Research study pamphlets, marketing brochures, "What To Take On a Sales Call", fact sheets, locally produced info sheets	All 12 career-specific program guides	updates the LE & Fire fliers, new fliers for all other career fields
<b>USED IN CONJUNCTION WITH</b>	Adult Leader Training Modules	Exploring Guidebook	Exploring Guidebook - Chapter 3, Phase 1	Exploring Express campaign guidebook, Cultivation Event guidebook	All-In-One Program Planning Meeting, overall program planning process	Exploring Guidebook - Chapter 3, Phase 4

ITEM NO. AND LOCATION	ITEM DESCRIPTION	REPLACED	WHAT YOU SHOULD KNOW
Available thru local professionals (MyBSA)	Exploring & LFL logos	An older version	Check your websites and other media/publications to be sure you are using the correct logos.
<b>800-737</b> MyParticipation.org	Exploring Memorandum of Understanding (MOU)	Two different MOU's - one for posts and one for clubs	Use this single MOU with both Exploring programs. Should be signed by the executive officer annually and submitted with renewal paperwork.
scouting.org/jte	JTE Scorecard for posts/clubs	JTE Scorecard for posts	2015 is the first year both posts and clubs can earn JTE recognition. Use the BSA JTE recognition item order form for Exploring-specific recognition items.
Available thru local professionals (MyBSA)	LFL - BSA Affiliation Statement	n/a	Approved by the LFL Executive Board in February 2015. Use this statement to provide an official explanation to foundations and agencies that request it.
learningforlife.org	LFL Curriculum Based Foundational Studies	This new set of studies does not necessarily replace older studies, but it is the latest research available to you.	This set of 5 foundational research studies addresses the PreK, K-12, Substance Abuse, Anti Bullying, and Champions programs of LFL. The outcomes are extremely relevant to conversations with school administrators and to grant proposals. Completed in early 2015.
Available thru local professionals (MyBSA)	LFL Insurance Explanation	An older, shorter version	This more in-depth version answers more common questions asked by business leaders who are considering sponsoring an Exploring program.
<b>680-024</b> MyParticipation.org	LFL medical record	An older version	The new LFL medical record mirrors the BSA medical record. However, due to program differences, only the LFL medical record should be used with LFL and Exploring programs.
	Newsletter	An old, tired design	Subscribe to the LFL newsletter for volunteers and professionals by scanning the QR code to the left. When you receive an issue in your inbox, forward it to your volunteers and committee members.
<b>Post/Club 524-565</b> <b>Adult 524-010</b> <b>Youth 524-009</b>	Exploring registration paperwork	Outdated forms or web-based forms	<b>New Post/Club Application</b> is now printed and available to order; also includes special interest codes list. <b>Adult Application</b> has been updated with new positions and codes. <b>Youth Application</b> updated with club information.
972-580-2260	Character / Career Cards	n/a	Discount card fundraiser branded for Exploring. Select 2 "tear-off" coupons, users select from 1,000+ local discounts.
Available thru local professionals (MyBSA)	Career Survey Guidebook	scattered resources	This is your one-stop-shop for all things "career interest survey". From understanding its uses, to pitching schools, to scanning and reports.
<b>800-776</b> Available thru local professionals (MyBSA)	Selling the Learning for Life Character Education Program Guidebook	An older version	Use this resource to get familiar with school calendars, lingo, and funding suggestions before you visit with school administrators.
<b>800-061</b> Available thru local professionals (MyBSA)	Exploring Express Guidebook (unit blitz growth campaign)	n/a	This guidebook outlines the plans for a "unit blitz" membership growth effort coordinated within a short time frame. Find notes on how to involve volunteers and tracking sheets withing the guidebook.
<b>800-060</b> Available thru local professionals (MyBSA)	Exploring Cultivation Event	n/a	Find script templates, letter templates, itineraries, position descriptions and more in this guidebook. Customize each resource to meet the needs of your location cultivation event (large group sales presentation).
<b>800-736</b> MyParticipation.org	Tour and Activity Plan	Outing Permit, local and national	The new LFL Tour and Activity Plan mirrors the BSA Tour and Activity Plan form and policies. The local council may implement additional local policies.



# National Learning for Life Executive Team



**Marty Walsh**  
National Director  
Office: (972) 580-2445  
Cell: (469) 648-8028  
Marty.Walsh@lflmail.org



**Tim Anderson**  
*Team Leader*  
Sr. Exploring Director  
Office: (972) 580 2483  
Cell: (972) 310-1513  
tim.anderson@lflmail.org

Exploring Western Region:



**Brooke Parkinson**  
*Team Leader*  
Program Operations  
Office: (972) 580 2432  
Cell: (972) 336-1882  
Brooke.Parkinson@lflmail.org



**Kristen Falatko**  
Exploring Director  
Office: (972) 580 7858  
Cell: (972) 342-9246  
kristen.falatko@lflmail.org

Exploring Central Region:  
Explorer Clubs  
Art & Humanities Exploring  
Health Exploring  
Skilled Trades Exploring  
Social Services Exploring



**Angela Sanchez**  
Director of Curriculum Programs  
Office: (972) 580 2378  
Cell: (214) 384-3247  
Angela.Sanchez@lflmail.org

Curriculum Development  
Digital Program Educator  
Trainer Curriculum Based  
Organizations



**Justin Lewter**  
Sr. Exploring Director  
Office: (972) 580-2286  
Cell: (972) 322-5227  
Justin.Lewter@lflmail.org

Exploring Southern Region  
Communications Exploring  
Engineering Exploring  
Law & Government Exploring  
Science Exploring



**Bill Taylor**  
Sr. Exploring Director  
Office: (972) 580 2241  
Cell: (214) 934-0525  
btaylor@lflmail.org

Exploring Northeast Region:  
Aviation Exploring  
Business Exploring  
Fire & Emergency Services Exploring  
Law Enforcement Exploring  
National Fire & Law Enforcement  
Conferences  
Fundraising  
Youth Protection

## Project Coordinators



**Debbie Williams**  
(972) 580 2433  
dwilliam@lflmail.org



**Michelle Poster**  
(972) 580 2418  
Michelle.Poster@lflmail.org