DISTRICT NEW-UNIT CHART

DISTRICT DIVISION _____ COUNCIL _____ YEAR _____

MEMBERSHIP CHAIRMAN _____ EXECUTIVE _____

QUARTERLY PROGRESS:

	FIRST QUARTER		*SECOND QUARTER		*THIRD QUARTER		*FOURTH QUARTER	
	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
NEW PACKS								
NEW TROOPS								
NEW TEAMS								
NEW CREWS								
NEW POSTS								
TOTAL NEW UNITS								

*QUARTERLY GOALS ARE CUMULATIVE

POTENTIAL CHARTERED ORGANIZATION/ PARTICIPATING ORGANIZATION	UNITS NOW REGISTERED (CHECK)					TYPE OF UNIT TO BE ORGANIZED	ORGANIZER ASSIGNED	TRAINER ASSIGNED	COMMISSIONER ASSIGNED	TARGET DATE TO COMPLETE ALL STEPS	12 STEPS TO ORGANIZING UNITS—DATES COMPLETED											
	PACK	TROOP	TEAM	CREW	POST						1 Identify the Prospect	2 Approach the Prospect	3 Make the Sales Call	4 Organization Adopts Program	5 Organizing Committee Meets	6 Select/Recruit Key Leaders	7 Train Leaders	8 Plan the Program	9 Recruit Youth/Orient Parents	10 Complete the Paperwork	11 First Unit Meeting	12 Follow Up