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GREATER ST. LOUIS AREA COUNCIL

2020 FOS Campaign Timeline & Attendance

Key Benchmarks

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October 18:	All District FOS Chairs & Family Chairs Recruited
October 18:	All Unit Coordinators & Trailblazers Recruited
November:	All Top 5 Performing and Potential Units Visited
December 31:	10% of Overall FOS Goal Secured
January 15:	All Dates for Unit Presentations are Set
February 26:	25% of Overall FOS Report Conference Call
March 31:	50% of Overall FOS Report Meeting
May 28:	75% of Overall FOS Report Conference Call
July 30:	100% Victory Celebration

Key Dates	Key Milestones	Development	DD/DE	Family FOS Chair	Community FOS Chair	Unit Coordinator	Trailblazers
July, 2019	Identify "Top 5" Performing & Potential Units	✓	✓				
July, 2019	Field Staff FOS Training - Identify Manpower Prospects, Campaign Structures	✓	✓				
Sep, 2019	District FOS Steering Committees Meet		✓				
Oct 4, 2019	Field Submits Unit Goals, District Goals to Field Directors		✓				
Oct 11, 2019	Field Directors Submit Unit Goals, District Goals to Development	✓					
Oct 18, 2019	All District FOS Chairs, Family Chairs, Unit Coordinators & Trailblazers Recruited		✓	✓	✓	✓	✓
Oct 22, 2019	All Staff Meeting—Staff FOS Kickoff at S bar F	✓	✓				
Nov 20, 2019	FOS Kickoff & Manpower Training in Cape	✓	✓	✓	✓	✓	✓
Nov 20, 2019	FOS Kickoff & Manpower Training in St. Louis	✓	✓	✓	✓	✓	✓
Nov 21, 2019	FOS Kickoff & Manpower Training in Collinsville	✓	✓	✓	✓	✓	✓
Nov 21, 2019	FOS Kickoff & Manpower Training in Effingham	✓	✓	✓	✓	✓	✓
Nov, 2019	Review/Renew Top Donors	✓	✓				
Nov, 2019	Visit Top 5 Performing & Potential Units		✓				
Dec, 2019	Renew Top Donors	✓	✓				
Dec, 2019	Council-written "Warm-Up Letter" (to units with December presentations)	✓					
Dec 15, 2019	75% of Dates for Unit Presentations are Set		✓			✓	
Dec 31, 2019	10% of Overall FOS Goal Secured	✓	✓	✓	✓	✓	✓
Jan, 2020	Council-written "Warm-Up Letter" (to all remaining units)	✓					
Jan, 15, 2020	100% of Dates for Unit Presentations are Set		✓			✓	
Jan 15, 2020	Progress Conference Call - Manpower, Renewing Top Donors	✓	✓	✓	✓		
Jan 28-30, 2020	Growth Conference — Manpower, Renewing Top Donors, Top 5 Unit Review	✓	✓				
Feb 27, 2020	25% of Overall FOS Report Conference Call	✓	✓	✓	✓		
Mar 31, 2020	50% of Overall FOS Report Meeting (4 locations)	✓	✓	✓	✓	✓	✓
May 28, 2020	75% of Overall FOS Report Conference Call	✓	✓	✓	✓		
July 30, 2020	100% Victory Celebration	✓	✓	✓	✓	✓	✓