

Dear Cub Scout Leaders,

Thank you for volunteering as a Cub Scout leader and providing activities where Cub Scouts build character, improve physical fitness, learn practical skills, develop a spirit of community service, and have a ton of fun! The Cub Scout program has been a value based, fun, and educational experience for young boys for 112 years and now young girls for 6 years. Cub Scouting is more relevant and more vital to our communities today than it ever has been and you make it all possible

We are quickly approaching the most important dates on the Scouting calendar, August 29th through September 23rd, "Join Scout Night." Cub Scout packs throughout the Indian Nations Council are focusing their efforts on this membership drive. To sum it up, this one recruitment session will set the tone for the entire Scouting year!

We need the help of every leader on School Night – assisting their unit or another one nearby. It is a complete team effort! The question is: Will your unit grow significantly (steady growth is the best indicator of a healthy unit), and will positive, helpful, and new parents be recruited to fill every volunteer role?

The council plan to assure an effective "Join Scout Night" is enclosed. Experienced volunteers and staff leaders have been working for months laying the foundation of support to guide you toward success. Now, it is up to you, so follow the plan. Give your kids and their friends – all boys and girls who are interested – the opportunity to join a great program.

Marty Williams
Council Vice President of Membership

Stephen Ray
Council President

Art Hawkins
Scout Executive

... and your district's Join Scout Night team



Join Scout Night

Purpose

To enroll prospective Lions, Tigers, Cub Scouts, and their families into existing Cub Scout packs, and to enlist parent participation in the program; to fill the need for new units for boys and girls who want to join but have no existing packs available.



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Join Scout Night Checklist & Timeline

- August 11th** – Arrange to have a sign-up table at your school’s “Open House” or “Back to School Night”. This is in addition to the Join Scout Night.
- August 15th** – Place Yard Signs in high Traffic areas throughout town and in front of the schools.
- August 29th – September 2nd** –Week 1 of Join Scout Night/Scout Talks.
- September 6th – 9th** –Week 2 of Join Scout Night/Scout Talks.
- September 12th 16th** – Week 3 of JSN/ Scout Talks.
- September 17th**– In-Person New Leader Specific Training hosted by Will Rogers District
- September 19th – 23rd** –Join Scout Night/Scout Talk Make Up Week
- September 23rd – 24th** - BALOO training @ Cub World, Zink Scout Ranch
- September 30th** – 100% of Cub Scout Goal Recruited!
- October 15th**– In-Person New Leader Specific Training hosted by Will Rogers District
- October 15th**– In-Person New Leader Specific Training hosted by Redbud District
- October 22nd** – In-Person New Leader Specific Training hosted by Scissortail District
- September 23rd – 24th** - BALOO training @ Mabee Scout Reservation
- November 12th**– In-Person New Leader Specific Training hosted by Will Rogers District

Join 
Cub Scouts!

Join Scout Night Join Descriptions

Unit Leader Responsibilities

- Confirm pack's Join Scout Night date with District Executive.
- Identify existing leadership and leadership needs. Provide this information to your Unit Coordinator.
- Determine how many scouts will return from each existing den? How many Den Leaders? How many new adults need to be recruited?
- Contact local Troop representative to support Pack recruiting efforts.
- Participate in Open Houses/Back to School Nights at your school. Secure enough pack leadership to conduct a successful Join Scout Night event.
- Ensure that you Pack's BeAScout.org information is updated with the correct pack information. For additional information on the BeAScout.org please see your District Executive.
- Lead the Join Scout Night event.
- Provide interesting displays of things the Pack has done for the Join Scout Night pre-opening. Many packs set up displays in the meeting place ahead of time.
- Encourage all current Cub Scouts to wear their uniform to school on the day of Join Scout Night.
- Follow up with all new leaders and scouts to make them feel welcome and part of the pack. Encourage them to attend New Leader Essential Training. Share the dates and locations of the trainings.
- Ensure new Adult Applications are approved by your Chartered Organization and submitted with proof of Youth Protection training to the Council before conducting meeting with youth.

New Member Coordinator Responsibilities

- Visit with the Unit Leader to establish coordination and determine the details of the Join Scout Night (including who is doing what).
- Contact your local troop and secure their support and participation in the Join Scout Night
- Call the school principal the day of the Join Scout Night to make sure the promotional announcement has been handed to the students and to make sure the school will be open.
- Pick up the Join Scout Kit from the District Executive
- Assist the Cubmaster with the Join Scout Night (your assistance may run the spectrum of running the event as master of ceremonies to providing logistical support depending on the individual pack).
- Have parents fill out attendance roster at Join Scout Night.
- Collect reports from each Unit Leader following their meetings. Take the completed applications and fees to the District Executive.

Preparing Your Pack for Success

- Order recruitment supplies from the District Executive early (i.e. Flyers, Posters, Lawn Signs)
- With your District Executive, request and confirm locations for Join Scout Night
- Plan and execute promotional stories and press releases in local media
- Distribute first day flyers to schools
- With your District Executive, conduct Scout Talks
- Plan Join Scout Night meeting and assign roles
- Be sure to invite your chartered organization representative to be part of all your activities
- Gather Join Scout Night supplies (Youth and Adult Applications, Scout Life samples, pens, training calendars, new Den Leader Guides)
- Attend your district's Monthly Roundtable to get additional program ideas and resources

Keys to Starting Your New Scouts Right

- All Scouts should receive a handbook within 1 week of the first meeting
- All Scouts should receive Scout Life magazine
- The first den meeting should be held within 7 days of Join Scout Night
- Encourage the use of Den Chiefs in every den
- All leaders should complete training within the **FIRST MONTH**
- Distribute a Pack calendar to each Scouting Family
- A pack communications plan should be developed to share information with all pack parents keep them inform of upcoming events



Fees and Promotional Material

Fees: The new membership fee includes 5, 4, or 3 months of registration and insurance.

August Fees: \$73.75 September Fees: \$64.00 October Fees: \$54.25

Flyers



Information needed for flyers:

- Date, time, and location of Join Scout Night event
- Who to contact for more information (Phone # and Email)

1st Day Flyers: Delivered to the schools a week before school starts. These flyers will go home with the students in their first day school's packet.

Scout Talk Flyers: Handed out the day of the school visit from the District Executive and/or Adult Leader.

Yard Signs



Before the Join Scout Night

Note- Be sure to review the items in the Checklist & Timeline on page 3. A successful Join Scout Night depends on each item being completed well.

Seven Points of Contact – Promotion is the Key!

Research has shown that a person needs to be invited to do something an average of seven times before they are likely to act on the invitation. How does that apply to our Join Scout Night? It is important that parents of boys and girls in your school are invited to your pack's Join Scout Night at least seven times. There are dozens of ways to invite families to join Cub Scouts and to invite them to your Join Scout Night. Here is a great list to get you started:

Best Methods for Promotion

- Peer to peer recruiting:
 - Parents to Parents – Parents ask parents to sign their child up for Cub Scouts.
 - Student to Student – Your child calls their friends and asks them to join Cub Scouts.
- Flyers distributed at school to boys and girls in grades K to 5.
- Scout Talks
 - Scout Talk Day is a great day for all scouts to wear their uniform to school.
- Direct Mail – personalized invitation to join pack. Reference school directory for contact list.
- Telephone calls to prospective families, especially first graders.
- Information booth at Open Houses or Back to School Night – Gather contact information of those interested in joining Cub Scouts. Follow up with each contact!
- Follow-up join night for those who missed the first one.
- Social media blitz: Facebook, Twitter, Pinterest, ect.

More Great Promotion Methods

- Yard signs at high traffic areas and schools
- News releases to local newspapers and cable stations
- Current Cub Scouts wear their uniform to school the day of the Join Scout Night
- Door hangers and postcards in target communities
- Develop pack information sheet and annual planned program to hand out to all new parents (be organized.... Show the Fun!)
- Display cases and bulletin boards at schools, library, etc.
- Public announcements at school and churches. Church bulletin inserts are great!
- Sunday school, classroom, and lunchroom visits
- Business window/counter displays and marquees.
- Pack special events (ex. Fishing derby, hayride, picnic, ect.)

- Halloween candy wrappers or tag
- Coordinate PSA or handout with movie cinema
- Grocery store bags could print your message or drop flyers in bags.
- Pinewood derby at malls, superstores, daycares, parks, and community centers

How to Conduct Scout Talks

Scout Talks improve attendance at Join Scout Night dramatically. Do not miss this important step in the Join Scout Night plan.

What is a Scout Talk?

The Scout Talk is a 3-5 minute presentation to K – 5th grade students in their classroom. It helps get them excited about Cub Scouting and tells how they can join. It is held during the school day.

Scout Talk Essentials

Talks are best conducted from one classroom to another. In other words, it is better for the presenter to move from classroom to classroom than to have a mass of students assemble in the lunchroom. If you must have an assembly, be sure a teacher or the principal is present.

Take these things with you:

- Join Scout Night Flyers
- Stickers
- Pinewood Derby Car or another cool prop
- Cub Scout Uniform (full of badges)

Conduct Scout Talks at least one day before the Join Scout Night event.

Steps in Conducting the Scout Talk:

1. Call the principal at least two weeks prior to the day you want to conduct the Scout Talks. Ask him/her to allow you to go from classroom to classroom. If classroom visits are not okay, you may be able to have ALL the students gathered for a brief assembly or you may be able to speak to students over their lunch period.
2. Wear your Uniform!
3. Stop at the school office to introduce yourself to the secretary and principal about 15 minutes prior to the time you have scheduled.
4. Introduce yourself to each classroom teacher.
5. The actual presentation to the students should include:
 - a. A brief description of the FUN activities in Cub Scouts. Show Pinewood Derby or uniform
 - b. Show and pass out flyers to the students in the class.
 - c. Talk about the importance of coming to the Join Scout Night event.

- d. Give each students a sticker and ask them to show it to their parents when they get home.
- e. Finish with a reminder of the where and when of the Join Scout Night. (Ask the students to repeat it to you)
- f. Stop at the office after all classes have been visited to express thanks and leave extra flyers with the school secretary.

Pitfalls to Avoid:

- Don't do a Scout Talk more than a couple of days before the Join Scout Night event and make sure there is not a weekend between the Scout Talk and the Join Scout Night event.
- Don't sell thing you can't deliver (i.e. Cub Scouts going to Philmont).
- Don't be predictable. Be exciting and keep it interesting – make them remember you and want to join Scouting.
- Don't forget to remember the attention span of the age group you are speaking with (be brief).
- Don't forget to distribute your handouts.

Join Scout Night Check List

Before You Leave Home:

- Prepare your pre-opening activity
- Prepare your pack organization chart
- Wear your uniform
- Review agenda and practice your presentation
- Take a pocket calculator
- Take 20-30 pens and/or pencils
- Take some change, both bills and coins
- Take Join Scout Night packet of materials

When You Arrive at the School: (Arrive at your location at least 30 minutes before the start time)

- Empty your packet and organize your material
- Check with Unit Leaders on their part of the Join Scout Night program
- Post you Pack's organizational chart listing leaders that need to be filled
- Assist den leaders with their displays
- Organize your pre-opening activity
- Station a greeter at the entrance to ensure each parent signs in, receives an application, and informational packet to help welcome families to Join Scout Night

- Keep new scouts and parents in the room
- New scouts and parents should sit together

Packets for parents should include:

- Youth Application*
- Copy of calendar and pack leadership contact information
- Cub Scout Parent Information Guide*
- Copy of Program Flyers*
- Scout Shop Information*

**These items are provided in each pack's Join Scout Night Packet.*

The General Presentation:

- Begin promptly at the designated time on the flyer
- Introduce yourself and welcome everyone on behalf of Indian Nations Council, Boy Scouts of America
- Introduce other Join Scout Night Team Members and Pack Leaders
- Follow Join Scout Night agenda carefully

Be sure to turn in all applications, monies, attendance rosters, and report envelopes to your District Executive within 24 hours of your Join Scout Night.



Join Scout Night Presentation Outline

Gathering Activity

- Brain Game Sheet
- Complete Parent Talent Survey

Separate New Scouts and Parents into Groups by Grade Level (Upon Arrival)

Lion Group

- Kindergarten

Tiger Group

- 1st Grade

Cub Scout Group

- 2nd grade
- 3rd Grade

Webelos Group

- 4th Grade
- 5th Grade

Scouts, BSA Group

- 6th Grade and Above
- Meet with Troop Leaders Present



General Meeting Agenda

1. **Opening Ceremony- Pledge of Allegiance and explain Cub Scout Sign** (Cub Scout Sign is made by extending right arm into the air and extend you first two fingers –This sign stands for the listening ears of the wolf)
2. **Briefly state purpose of meeting, talk about Scouting’s opportunities in neighborhood and inform how everyone may participate**
3. **Explain how Scouting “does business”**
 - a. Accomplished through Indian Nations Council which serves over 5,000 youth
 - b. Creates partnership with an institution such as PTA, church, civic group, or group of citizens
 - c. Provides program, literature and other materials, training for leadership (volunteers and professionals), and major activity schedule including provision of camping facilities
4. **Introduce Pack Leaders**
 - a. Have Pack Leaders speak for two minutes about the pack including sponsor, size of unit, day, time, and place of pack meeting
5. **Parent Participation**
 - a. Great emphasis should be placed on giving each parent the opportunity to join Scouting with his/her son or daughter
 - i. Families with sons or daughters of Scouting age are the only major resource of Scouting’s Leadership
 - ii. Program leadership is totally volunteer
 - iii. Over 1,500 volunteers in Indian Nations Council
 - iv. Full support and cooperation of every family is essential to a successful Scouting program for boys and girls
 - b. Harris Study Results
 - i. Age appropriate, family centered, adventure-filled program for young men and women (see Parent Information Guide)
 - c. Scouting provides families with an opportunity to have fun together while participating in a character-building program
6. **Families can help do their share by serving as:**
 - a. Pack Leaders, Assistant Leaders or Den Leaders and Committee Members
 - b. Pledging full cooperation for items such as transportation help for Tiger Cub or Cub Scout outings or Scout camping trips
7. **Scouting offers one of the finest programs available for youth**
 - a. Scouting is a family program. BSA does not stand for “Babysitters of America”
 - b. Active parental support is needed
8. **Each of us has talent to share with others**
 - a. Many hands make light work
 - b. Take time to be an informed parent

- c. Encourage your child in the Scouting advancement program
- d. Volunteer and help with time, talent, and funds to ensure better Scouting for your child and other boys or girls.

How to Organize and Register a Cub Scout Pack

Den Organization

- 6 to 12 boys or girls per table (Den)
- Sit at table, facing each other, child and parents side by side
- Tiger Cubs (1st grade) should be in separate circle
- Webelos (4th and 5th grade) should be in separate circle

Appoint temporary chairperson for each group

- Chairperson's job is to obtain a Den Leader, Assistant Den Leader and Committee Member from the group at their table
- Ensure Den Roster Form is completed
- Collect Parent Talent Survey and turn over to new Den Leader

Explain leader "needs" from organization sheet

- Explain leadership positions and what is expected from job description sheet (see Parent Information Handout)
- Review training date sheet
- Read "For Every 100 Scouts" and/or "A Scout's Eye"

Turn Groups Over to Temporary Chairperson

- Tell chairperson to raise hand when leadership is secured
- A minimum of THREE LEADERS should be recruited per grade – The Den Leader, Assistant Den Leader, one Committee Member
- Bring adult registration applications when leadership is chosen
- Walk away and leave them alone

Recruit Pack Level Leadership as Needed

- Cubmaster
- Assistant Cubmaster
- Committee Chairperson
- Additional Committee Members

Den Leaders announce the location, date, and time of First Den Meeting

Supply registration application forms (unless previously distributed) as needed to each group

- Have parents fill out youth applications
- Applications/Fees are to be turned in to new Den Leader
- Front cover of application goes to parent
- All new leaders complete adult applications
- Ask new leaders to remain with you after Join Scout Night for brief meeting
- Dismiss other parent and scouts
- Give each new leader a training date sheet and encourage them to attend
- Set date and place of Pack Leaders Meeting
- Collect all fees and applications (Place in envelope with attendance roster and turn in a District Report meeting)

Things to Remember:

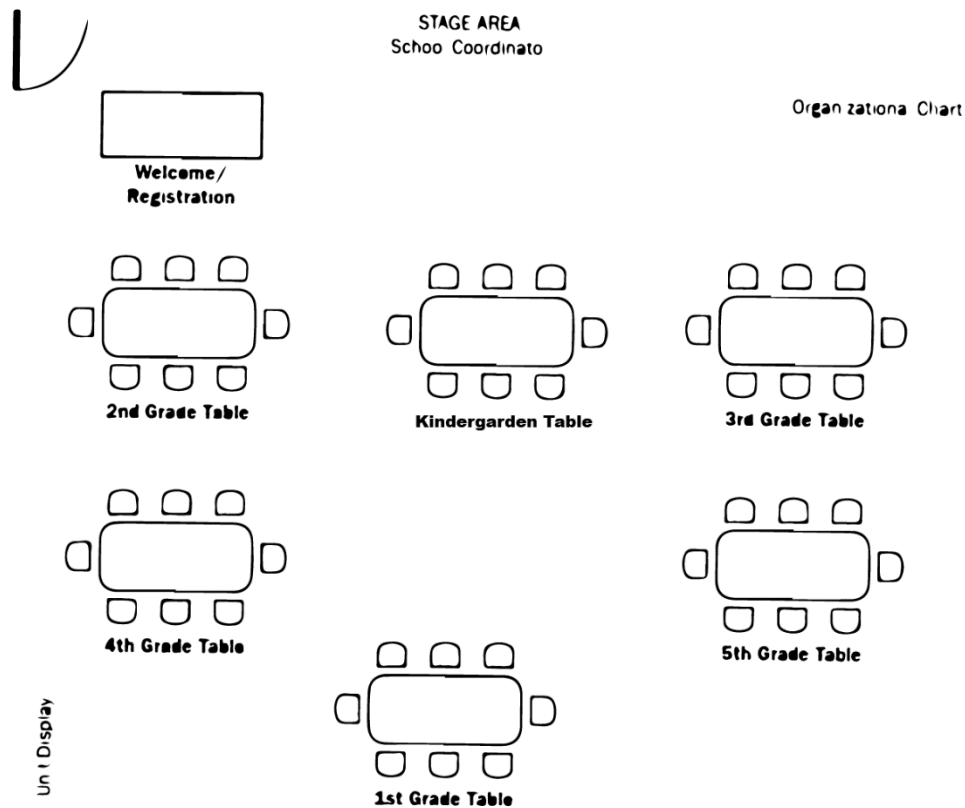
- Don't talk too much, the new parents want basics, the next meeting, how to join
- Parents and new scouts should be divided into groups upon arrival
- Don't let Den Leaders explain their jobs- you get all problems and no successes. New leaders will learn essentials of their job at training.



<https://www.google.com/url?sa=i&url=https%3A%2F%2Fwww.midnightsunbsa.org%2Fscouting-home-with-the-midnight-sun-council%2F88-council-programs%2F328-cub-scouts-scouting-at-home.html&psig=AOvVaw0tSJwwcW2sqGIrLLttNUn&ust=1625777635919000&source=images&cd=vfe&ved=0CAcQjRxqFwoTCJClwPvr0fECFQAAAAAdAAAAABAP>

How to Organize and Register

(Sample Layout of Room for Cub Scouts)



The above is a sample layout of a typical School Night setting for elementary schools. Be sure all tables are clearly marked by grade. As parents and new scouts enter the room, have them sign in. Assign them to the appropriate table currently. Ask them what grade their son/daughter is in and point out the corresponding table and maker.

Doing this simple task at the beginning will save a tremendous amount of time and organization later. Parents are already “circled up,” and the School Night registration process can begin.

School Night helpers should: Make parents feel welcome by introducing them to a “host Scout” who can show them the unit display, where to sit, and any other pre-opening activities.

Leaders' Responsibilities

Committee Chairperson

Conducts the monthly pack leaders' meeting to help plan program. Ensures that adequate support to run program is given to Cubmaster and Den Leaders by committee members. Helps recruit additional leaders as needed. Attends training.

Committee Members

Provides support by taking care of records, finances, advancement, activities, membership, etc. Attend monthly Pack Leaders Meeting to help plan program. Attend training. Examples include Pack Secretary, Treasurer, Pinewood Derby Chairman, Blue & Gold Banquet Chair, Outdoor Cooking Chair, etc.....

Cubmaster

Conducts the monthly pack meeting. Aids Den Leaders by coordinating monthly programs for all leaders. Attends monthly Pack Leaders Meeting. Attends training.

Den Leaders and Assistants (K to 3rd grade)

Meets weekly for one hour with a Den of six to eight boys/girls. The Den meeting can be held in the Den Leader's home, a park, a school, or other suitable place. The den leader and assistant determine the time, day, and location of the den meeting that is most convenient for them. Attends training. Every Den Leader should recruit an Assistant. Do not let the other parents off the hook with your commitment. They need to help also!

Webelos Den Leader and Assistant (4th to 5th grade)

Same description as the den leader, and encourages periodic father/son or mother/daughter overnight campouts. Attends training.

Other Pack Positions:

Secretary/Treasurer

Advancement Chair

Activity Chair

New-Member Recruitment Chair

Popcorn Chair

After the School Join Scout Night

Parent Orientation Meeting – Sample Agenda

This meeting is to be scheduled no more than one week after the Join Scout Night. All parents and leaders should attend. This meeting is conducted by the Cubmaster or Pack Committee Chair. Your Unit Commissioner can also help with this meeting.

1. Welcome & Introductions – Cubmaster or Committee Chairperson
2. Training:
 - a. Explain that Youth Protection Training is required for all registered leaders and is strongly recommended for all parents.
 - b. Direct all leaders to the council website for youth protection training or plan to conduct youth protection training together as pack leaders using the online format.
 - c. Direct new leaders to the appropriate basic leader training courses offered by district or council.
 - d. Talk about the value and importance of monthly roundtable meetings for ongoing trainings.
3. Volunteer Opportunities
 - a. Talk about the key pack leadership needs.
 - b. Review job descriptions for needed positions.
 - c. Fill the positions and complete adult registrations.

It may be helpful to have a large poster showing the pack organization and current positions that are needed. Fill in the poster as new volunteers commit.

Separate into two groups. The Den/Webelos Leaders meet with the Cubmaster and the rest of the parents and leaders meet with the Committee Chairperson.

4. Den Program – Cubmaster
 - a. Confirm all dens have 1st meeting time, date, and location set. Offer assistance if needed.
 - b. Handout and review requirements for Bobcat. Set a goal as a Pack to present each new youth their Bobcat badge no later than the October Pack meeting.
 - c. Review the *Den and Pack Meeting Resource Guide* and how to use. Make sure each new Den Leader is comfortable and ready to host 1st Den meeting.

Pack Program – Cubmaster

- a. Review plans for October pack meeting and make sure each new Den Leader understands his/her part.
- b. Make sure new Den Leader and parents know this is a family program.
- c. Review annual program plan and budget. Make sure new Den Leaders know how much they must spend on their den the coming year.

Pack Committee – Committee Chair

- d. Share committee needs with parents; ask where they are best suited to help.
 - e. If not already done; have each family complete the *How Can I Help?* Sheet.
 - f. Let parents know of committee meeting time and places.
5. Closing

The October Plan – It’s Not Too Late to Join!

The August Join Scout Night is, no doubt, the single most productive recruiting event of the year for Cub Scout packs. However, even when the Join Scout Night plan is executed perfectly some families miss the opportunity to join Cub Scouts.

The October Pack Meeting is the perfect opportunity to invite boys/girls and their families to join your pack that may have missed or been unaware of your Join Scout Night. With very little additional effort Packs across the council will bring hundreds of boys/girls into Cub Scouting this October that otherwise missed the opportunity to join in August.

Here are the few additional steps each pack needs to take in October to maximize the success of their Join Scout Night:

1. Contact the school principal. Thank them for their support of your pack’s successful Join Scout Night. (This should be done right away, after the Join Scout Night.)
2. Ask the principal to again allow you to distribute flyers to boys/girls in grades 1-5. Emphasize the importance of reaching out to families that may have missed you Join Scout Night. **Deliver flyers to the school for distribution at least one week prior to your October pack meeting.** The flyers can be ordered by contacting your District Executive.
3. Be sure at your October pack meeting to welcome new boys/girls. Give new parents the information packet you used at your Join Scout Night. Ask them to stay after the Pack meeting for about 20 minutes so they can complete the paperwork and meet their Den Leaders.
4. Follow-up with all new families. Be sure they are aware of Den and Pack meetings, Pack activities, the Popcorn sale, etc..
5. Promote the Recruiter strip to your current scouts
6. “Trick or Treat for Scouting” – Have pack leaders distribute your November Pack meeting information on a card with a piece of candy during Halloween.



100 SCOUTS

DID YOU KNOW FOR EVERY 100 SCOUTS WHO JOIN SCOUTING, RECORDS SHOW THAT:

- RARELY will one be brought before a juvenile court system
- 4 will become Eagle Scouts!
- 20 will become future Scout volunteers
- 12 will have their first contact with a church
- 1 will enter the clergy
- 5 will earn their church award
- 18 will develop a hobby that will last through their adult life
- 3 will enter a vocation that was learned through the merit badge system
- 1 will use his Scouting skills to save the life of another person
- 1 will use his Scouting skills to save his own life

SCOUTS ALSO ACCOUNT FOR:

- 64% OF THE Air Force Academy Graduates
- 70% of Annapolis Graduates
- 72% of Rhodes Scholars
- 85% of F.B.I. Agents
- 26 of the First 29 Astronauts

We believe that after reviewing the above information, you will agree with us that Scouting helps your child grow and thrive today. For 112 years, parents, just like you, have volunteered to make their child's Scouting program successful.

Tonight, we need your help as a volunteer leader.

'A Scout's Eyes'

"I'd like to be a Cub Scout"...

(Their eyes were clear and true)

"I'd like to learn, and play, and build,
Like Jill and Freddy do."

"I know how to use a hammer;

I can drive a nail if I try ...

I'm six years old, I'm big and strong
And I hardly ever cry."

I gave them the application

And parent-participation sheet

(Their eyes were filled with sunshine
As they left on dancing feet.)

Next day my friend was back again,

A dejected little lad. They said,

"I guess I'll skip the Cub Scouts."
(Their eyes were dark and sad.)

"See my Mom is awfully busy,

She has lots of friends, you see,

She'd never have time for a den,
She hardly has time for me."

"And Dad is always working..."

He's hardly ever there;

To give them anymore to do

Just wouldn't be quite fair."

They handed me back the papers

With the dignity of six years,

And smiling bravely, they left me.

(Their eyes were filled with tears.)

Do you see your own child's eyes

As other people may?

How they look when you're "too busy"

Or "just haven't had time today"?

A child is such a special gift,

Why won't you realize ...

It only takes a little time
to put sunshine in their eyes.

You say, "I'll start tomorrow"

But tomorrow is far away.

They are a child for such a short time—

So won't you start today?