

Sal Gaeta  
Course Director

Wood Badge Course  
C-7-118-11-01

June 2011

Subject: Boy Scouts of America training course



Dear Sir or Madam:

You are receiving this letter on behalf of the Boy Scouts of America. We are currently offering a course titled “Wood Badge for the 21st Century” and we are requesting your support in making attendance at this course possible for your employees who are volunteer members of the Boy Scouts of America.

The “Wood Badge for the 21st Century” course is a leadership development workshop incorporating contemporary leadership concepts that are applicable to both the workplace and volunteer organizations. Similar to other organizations, the Boy Scouts of America builds skills through practical training courses including leadership, team development, problem-solving, and conflict management. Compare Wood Badge with other well-known courses listed below:

- From the Franklin Covey, Solutions for Business web page: “**The Four Roles of Leadership**” is an intensive workshop for leaders at all levels who want to significantly improve their strategic thinking, long-term vision, and positive influence on others.
- From the Ken Blanchard Companies Workshop web page “**Building High Performing Teams**” teaches team member and leaders how to function more efficiently, create a clear vision and purpose, empower and involve people, manage conflict and change, create an open and productive environment, and celebrate success.

These courses range from \$300 to \$1700 per person, and require as much as a week away from the workplace.

- From the Boy Scouts of America: “**Wood Badge for the 21st Century**” is an extensive workshop incorporating leadership concepts that are applicable to both the workplace and as volunteers with the Boy Scouts of America.

This course teaches participants the basics of listening, communication, valuing people, team development, situational leadership, problem solving, and conflict management. At the conclusion of the course, each participant develops a set of personal goals. Working toward these goals allows each participant to practice and apply their new skills as a member of a successful working team.

Personal contact with an experienced counselor in the months that follow the course ensures the successful integration of leadership concepts into the participant’s daily habits. This course is held over two three-day weekends using camp resources and well-trained volunteer trainers for \$240 per person.

You can see by these brief descriptions that the Boy Scouts of America Wood Badge

course manages time and materials effectively to deliver a substantial value to its stakeholders. This is a gift of time and talent that few people are able to afford. Compensation for your employee involved in this Boy Scouts course comes in development of leadership, conflict management, and problem-solving skills that are useful in the workplace.

We invite you to become one of the stakeholders in your employee's success by allowing your employee to attend as part of your company's Employee Development Curriculum, including paying the \$240 course fee and/or granting them the time off with pay.

Should you have any questions regarding this program, please contact me directly at (773) 354-5622.

Thank you for your consideration.

Yours truly,

A handwritten signature in black ink, appearing to read 'S. W. Gaeta', written in a cursive style.

Salvatore W. Gaeta  
Course Director,  
Wood Badge Course C7-129-11-01