

When a unit chooses to:	It teaches Scouts:	NON-THRIFTY
Conduct a money-earning project that relies much more heavily on adult participation than that of the Scouts	Someone else will do the work for me	
Rely on generous financial support of individuals, service clubs, chartered partners, etc. just to "make the budget"	Let's look for a handout for what we want. Why work for it?	
Assess a "Program Fee" on families or to collect the 'weekly' dues in one lump sum at the beginning of the month or year	I don't have to work for what I want, there's always another way	
Offer to have parents donate extra money rather than deal with another "door to door" sale	I'll look to Mom and Dad again- for money to do the things I want	
With These methods we have failed to teach Scouts self-reliance		

But, if the unit chooses to:	It teaches Scouts:	THRIFTY
Conduct a proper sale with goals and projected use of the funds clearly explained before the sale begins	My efforts combined with other Scouts get my unit the money needed for badges and other supplies for my Program	
Support a Product Sale with a portion of the unit proceeds designated for a Scout to use to further his Scouting experience	Not only does the unit benefit, but I can earn money for camp, supplies, etc. The harder I work to sell, the more I earn	
Avoid the temptation to look for a "quick-fix" or someone to sponsor, underwrite or otherwise financially support the unit	If it is important enough for us to have it, it is worth our effort to earn the money to buy it	
With these methods we have taught the value of paying your own way		