

**MEMBERSHIP WORKSHOP  
OCTOBER 31, 2009**

**WHO?            WHO DO YOU WANT AS A MEMBER OF YOUR CLUB?**

YOUNG – MIDDLE AGE – SEASONED – MEN – WOMEN?

I PERSONALLY WANT THE VOLUNTEER.

SOMEONE WHO MAKES THE TIME TO DO WHAT INTERESTS THEM.

SOMEONE WHO IS OPEN TO NEW IDEAS AND WILLING TO PUT THEM IN ACTION.

SOMEONE WHO IS EAGER TO LEARN AND TAKE A LEADERSHIP ROLE IN THEIR CLUB.

EVERY VOLUNTEER HAS AN INDIVIDUAL TALENT THAT WILL ENHANCE YOUR CLUB.

A VOLUNTEER IS USUALLY A VERY BUSY PERSON, THEY MAY HAVE A FULL TIME OR PART TIME JOB. THEY BRING WITH THEM NEW ENTHUSIASM THAT WILL HELP

REGENERATE YOUR CLUB. THEY GET INVOLVED WITH WHAT INTERESTS THEM, THEY

EMBRACE A CAUSE. YOUR CLUB, FL DISTRICT AND PILOT INTERNATIONAL IS THE PERFECT SOLUTION FOR THIS PERSON.

**WHAT?            WHAT DO WE DO TO ATTRACT NEW MEMBERS?**

YOUR PROJECTS AND FUNDRAISERS ARE YOUR BEST ADVERTISEMENT. PEOPLE WILL SEE THE IMPACT YOU HAVE ON YOUR COMMUNITY AND HOW MUCH FUN YOU HAVE.

YOUR CLUB NEWSLETTER IS ANOTHER VALUABLE TOOL. LEAVE A COPY AT YOU

DOCTORS, DENTIST, BANK, CHURCH, BUSINESSES, ETC. SHOW YOUR COMMUNITY

WHO YOU ARE AND WHAT YOU DO. LET THEM LEARN ABOUT FL DISTRICT AND

INTERNATIONAL THROUGH YOUR NEWSLETTER. LEAVE YOUR CLUB BROCHURES WHERE EVER YOU GO.

HOST A SHARE PILOT, MAKE IT FUN AND ENTERTAINING, ALL WORK AND NO PLAY MAKES US ALL VERY DULL. HAND DELIVER A PERSONAL HANDWRITTEN INVITATION.

**WHERE?            WHERE DO WE FIND THEM?**

EVERYWHERE! THERE ARE FUTURE PILOTS ALL OVER. THE TIMING IS THE KEY.

THE PERSON YOU APPROACHED LAST YEAR COULDN'T OR DIDN'T WANT TO JOIN AT THAT TIME. WHAT ABOUT NOW? ALWAYS KEEP IN TOUCH AND LET THEM KNOW THAT THEY ARE STILL WANTED.

WHEN YOU GO TO A SCHOOL EVENT LOOK AROUND, THERE ARE CHAPERONES, HOME

ROOM PARENTS THAT ARE INVOLVED. AT YOUR CHURCH THERE IS ALWAYS THE

PERSON THAT'S HELPING. CHECK VARIOUS FUNDRAISING EVENTS. MAYBE YOUR BEST FRIEND, SISTER, BROTHER, HUSBAND OR WIFE IS READY TO JOIN.

**WHY?            WHY DO WE DO WHAT WE DO?**

**I KNOW WHAT MY ANSWER IS!**

**WHAT'S YOURS!**

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