

Welcoming New Members

After your club has found new members, take care of them! Allow the enthusiasm of a new member to permeate your club, breathing fresh air into your meetings. New members bring new ideas, so welcome and encourage their participation with open arms. Take the time to discuss ways in which you can make new members' transition as smooth as possible. Some suggestions are:

- Welcome new members when they walk into your meetings. When introducing them, give personal information about them to the group that will allow friendships to develop based on common interests.
- Arrange a series of three to four welcome phone calls. Stagger the calls over the course of a few weeks. When a new member misses a meeting, call to let them know that they were missed.
- Seek new members' opinions and advice. Find out in which projects they would like to participate. Be sure to provide adequate training, and a "go-to" person or mentor in the event any questions should arise during their participation.
- Utilize their individual talents. Find an area in which each new member will shine and give them the opportunity to do so!
- Encourage new members to bring their own friends into the club. New members are some of the best recruiters.

PI Website

<http://www.pilotinternational.org>

NC District Website

<http://www.pincdistrict.org>

Pilot International Membership Recognition Program (2008-2009)

Individual Recognition (February 1, 2008 – January 31, 2009)

Each member who sponsors **two or more** members will have their international dues paid July 1, 2009. (*Only the primary sponsor of the new member will be given credit for sponsoring the new member.*) Each member sponsoring 5 new members will receive a membership bar (pin). For each additional five members sponsored, they will receive a disc for the membership pin.

Club Recognition (June 1, 2008 – May 31, 2009)

Maintain - Each club that **maintains its membership** – has the same number of members May 31, 2009 as they had June 1, 2008 – will receive the following:

- Recognition in THE PILOT LOG.
- Each member attending International Convention will be
- recognized as a member of a club that has maintained its membership.

Gain – Each club with a **net gain in members** will receive the following:

- Recognition in THE PILOT LOG.
- Recognized as a member of a club with a gain

Gain +5 - Each club with a **net increase of 5 members**

- Recognition in THE PILOT LOG.
- Recognized as a member of a club with a net gain
- \$50 Gift Certificate from Catalog Sales.

District Recognition (June 1, 2008 – May 31, 2009)

Each District with a **net gain of one or more clubs** will receive the following:

- Recognition in THE PILOT LOG.
- Each member attending International Convention will be recognized as a member of a district with a net gain in clubs.

Tips for a Successful Share Pilot

Compiled from resources on the PI website

"A Pilot membership is a gift wrapped in ribbons of opportunity." *Anonymous*

"There is nothing we like to see so much as the gleam of pleasure in a person's eye when he feels that we have sympathized with him, understood him, interested ourselves in his welfare. At these moments something fine and spiritual passes between two friends. These moments are the moments worth living." *Don Marquis*



Hosting a Share Pilot or Membership Event

Share Pilot or **Membership** events are very effective in recruiting new members. They can be simple and casual or as elaborate and fancy as your club would want. Just make sure there is plenty of goodwill, fun, good food and lots of opportunities for prospective members to meet members and ask questions. Here are some suggestions for hosting an enjoyable event.

Format

Format for the meetings are as varied as there are Pilot clubs. Use your imagination to create an event that **will succeed in your community**. You might consider one of the following:

- Afternoon brunch
- Wine and cheese party
- Mid-afternoon dessert meeting
- Celebrating our culture dinner buffet meeting
- Salad and potato bar meeting
- Barbecue or picnic in park or by pool
- Service Project with refreshments

Agenda:

- Welcome
- Explanation of the event's purpose
- Club divisions and leadership training
- Projects the club is involved with and include Anchor program
- Scope, purpose, goals, focus and accomplishments of Pilot
- International (Pilot video and Anchor video)
- Brief history of the club
- Financial costs of joining: club, district and international dues
- Hand-out club fact sheet with **two testimonials** from members
- Close with a reading of the Pilot Code of Ethics

At the End of Your Event

- Be sure to distribute membership application forms
- Have information on club, district and international financials available
- **FOLLOW UP** This is the most important thing to do after your event. Be sure the person who invited the prospective member follows up with them and thanks them for attending.

Ensuring a Good Turn-Out

- Mail invitations to prospective members and ask members to follow up with phone call
- Each member is responsible for inviting potential members to the Share Pilot Event and members should attend
- Allow the guests to bring friend or family member that may also be interested
- Ask if transportation is needed or if they would feel more comfortable coming with a member.
- Limit the length of the event. 30 to 45 minutes - including the question and answer session tops. Allow as much, if not more time, for the social portion of the event and get to know your attendees.

Other Helpful Hints

- Brief members before the event about guests who will be attending so that everyone will be more familiar, welcoming and friendly with them. Display several copies of *The Pilot Log*, and have an ample supply of Pilot International brochures.
- Display your club scrapbook or loose news clippings, award plaques, letters of commendation, etc.
- Let your guests know you would like them to consider joining your club immediately, and to let a member know if they're interested before departing the event.

Remember

People join groups . . .

- when they understand exactly what is required of them .
- when they feel they are warmly welcomed and appreciated .
- when they feel membership could benefit them personally .
- when they feel their membership could make a difference.

After the Event

- If someone expresses an interest in becoming a member of Pilot, extend an invitation to join right away.
- Establish a mentoring program to avoid the "revolving door" syndrome.
- Welcome any new members right away, and be sure to receive them warmly into your next club meeting and involve them right away.
- Listen to your new members and value their opinions and concerns.

Where to Find New Members

- Relatives including: daughters, sons, spouses, cousins, etc.
- Relatives of people whom your service projects have helped
- Friends and neighbors
- New residents in the community
- Teachers and Librarians
- Business people
- News reporters
- Club guest speakers
- Former Anchor members