

MEMBERSHIP DEVELOPMENT

The people you know . . .

Among the many people you know is someone who would be pleased to receive an invitation to visit a Kiwanis club. These prompts will help you identify some of these individuals. Just write down the names as they come to mind. See how quickly your list grows! When you have finished, you will have a list of guests to invite to your club meeting or other Kiwanis activity.

☺ **He or she is a neighbor. You say hello to each other, and you consider him or her to be a friendly person.**

Name	Address	Home Phone	Work Phone

☺ **There is a person who works with you in your office or business. You know him or her quite well and talk often, sometimes about Kiwanis, but you have not asked this individual to a club meeting.**

Name	Address	Home Phone	Work Phone

☺ **When you shop, there is someone with whom you enjoy dealing. Perhaps you only know his or her first name.**

Name	Address	Home Phone	Work Phone

☺ **There is a client or customer with whom you enjoy doing business.**

Name	Address	Home Phone	Work Phone

☺ **When you go to church, there is someone who always gives you a friendly smile or greeting and who has an interest in your community.**

Name	Address	Home Phone	Work Phone

☺ **Read your card file or Rolodex. List an individual you should invite.**

Name	Address	Home Phone	Work Phone

☺ **There is a person you see occasionally with whom you attended school.**

Name	Address	Home Phone	Work Phone

☺ **There is a relative whose company you enjoy.**

Name	Address	Home Phone	Work Phone

☺ **You're planning a dinner party. List two non-Kiwanians you would invite.**

Name	Address	Home Phone	Work Phone

☺ **List a non-Kiwanian you would be most inclined to invite to attend a football game, play tennis, walk, jog, fish, or play cards.**

Name	Address	Home Phone	Work Phone

☺ **List a person with whom you attended a trade show or seminar.**

Name	Address	Home Phone	Work Phone

. . . and the people you don't know

☺ **Who edits your local newspaper? Who is the publisher? Who manages your favorite television or radio station?**

Name	Address	Home Phone	Work Phone

☺ **Who is the principal of your child's or a neighbor's child's school? Who is the superintendent?**

Name	Address	Home Phone	Work Phone

☺ **Who is the pharmacist at your hospital? Who is the administrator?**

Name	Address	Home Phone	Work Phone

☺ **Who is the trust officer at your bank? Who is the bank president?**

Name	Address	Home Phone	Work Phone

Consider these sources for other individuals you don't know . . .

Corporations
Chambers of commerce
Former Jaycees
Yellow Pages
Referrals from other clubs

Club meeting speakers
Previous Key Club members
Previous Circle K members
Parents of Builders Club, Key Club,
and Circle K members

New residents—contact real estate firms, township halls, and welcoming organizations.

Names	Addresses	Home Phones	Work Phones