

FACTS

Dues and fees

New members pay charter member fees instead of dues the first year. It makes their membership official.

They cover:

- Liability and Directors & Officers insurance
- A magazine subscription
- Kiwanis programs such as Service Leadership Programs and The Eliminate Project

Alumni get a break on dues and fees. Kiwanis International waives the charter member fee for Service Leadership Program alumni. Find out if the district waives it too. Dues are also waived for two years.

Moline Noon Club Dues are \$150.00 per quarter, or \$600.00 a year, and include your weekly luncheon meeting, Kiwanis Magazine, and more.

Put them at ease

- **Make them feel special.** Listen closely to what they have to say and build on the things you have in common.
- **Find out what they know about Kiwanis.** Help them understand who we really are.
- **Share who's joined.** Share the names of the people who have already joined the new club.

TIP: Talk about what you know and care about and your sincerity will shine through.

Explore community goals and needs

- Ask about them, their family, business and interests.
- Ask about the needs of their community.
- Share examples of how your Kiwanis club helped your community.

TIP: No matter what they answer, in most cases, one of the Kiwanis programs or Kiwanians working together with a focus on hands-on service will improve the situations mentioned.

FACTS

What's Kiwanis?

- **Local & global:** A global organization made up of local clubs.
- **Caring people:** Our members serve children and the communities they live in.
- **For everyone:** Service clubs for all ages, from elementary school throughout your life.
- **Good for you:** Studies say volunteers are happier. They have higher levels of satisfaction and self-esteem.
- **Fun:** Kiwanis clubs offer friendship and networking opportunities.
- **Skill building:** Members have opportunities to build job and leadership skills.
- **Flexible:** Members of new clubs decide on their name, service projects, and where, when and how often they'll meet.

"Many years ago when I was asked to help establish a new club, I was nervous... of being rejected or bothering people. I quickly learned it was not at all like this, and in fact, it was fun! Then I heard what the clubs were doing after they were opened!"

— Cathy Szymanski, Pennsylvania District chair of The Formula

Be yourself

Opening a club is nothing to get nervous about, so relax. Just share the good things you've received from being part of Kiwanis and explain what Kiwanis can do for a prospective member.

SMILE.



Address their concerns

- **Too busy:** Busy people are the best at prioritizing what matters to them.
- **Time constraints:** Clubs decide how often they meet and members decide how active they will be. There are no requirements.
- **Fund use:** 100% of the funds in a club's community service bank account must be used for service.
- **Hard to join:** Actually, it's easy. Just complete an application and pay a charter member fee.
- **Cost:** Explain what dues pay for and the priceless things one gets from joining: Fellowship and an opportunity to impact a community and improve the world for children.
- **Member of another club:** If the person is already part of another service organization, thank them for their service and ask for a referral. Ask if any of the things Kiwanis offers could compliment their existing affiliation.

Make it official

- **Extend an invitation.** Ask them to attend a pre-organizational meeting with other community leaders who have applied for membership.
- **Ask for referrals.** Who else do they know with a heart to serve and a desire to improve the community?
- **Follow up.** Schedule a time to answer additional questions or pick up the payment if needed.

TIP: You can apply much of the information in this guide to inviting people to join an existing club, too!

LOVE IT. SHARE IT. LIVE IT.