

Each One Reach One

1. Many hands make light work:

- A. Make a club goal
- B. Have a club contest

2. Be prepared:

- A. Have your club info. with you
- B. Post on social media
- C. Have a general meeting invitation

3. Are you listening:

- A. Find a need and fill it
- B. Compliment someone
- C. Build relationships

4. Support your Leaders

- a. No time for Gossip
- b. Encourage the positive

5. KISS

The Power of One, if fearless and focused, is formidable, but the power of many working together is better. Gloria Arroyo

Steps to Successful Recruiting

1. **First Commit** to wanting to grow your club. Get all members on board. Get excited to welcome new members.

Many hands make light work.

The faucet has to be stronger than the drain.

New members bring new contacts, fresh ideas, new energy

Cover overcoming objections with members to ease anxiety

Get out of your “comfort zone”

2. **Plan an informal “Meet and Greet” Event** – for Juniors it must be in the evening usually right after work. If they go home it is harder for them to get back out.

Have finger food.

Spend quality time getting to know your guests. “I don't care how much you know until I know how much you care”.

Each member should try to greet guests and find a common denominator

Event should be about introducing GFWC, short history and GFWC accomplishments

Short talk on how your club helps the community.

Remember this is all about getting to know them-Introduce members that joined for similar reasons

Fun and friendships

No pressure

3. **Create 4 to a page “Meet and Greet” Invitation** for members to carry with them.

Pass them out at Banks, Grocery Stores, Dr.'s Offices, Insurance Agency's, Beauty Salons, Health Spa's, Bible Study, Garden Club, Chamber of Commerce, etc.

Encourage them to come meet your club members

Encourage them to bring a friend

Assure them no pressure

Let them know members are not required to donate time and resources for every cause

4. **Have a Guest Sign In Sheet**

Have your friendliest member at the table

Send a short club note about how you enjoyed meeting them and if they have any questions to call.

Invite them to your next meeting

5. **Plan another “Meet and Greet”**

Recruiting for new members is not a one time event

Members know they should invite people to a meeting but don't

Members may be shy and afraid of rejection.

A “Meet and Greet” becomes their focus to invite people

Once you answer an objection say “Our next get together is _____ come check us out.”

When stuck for an answer remember you can gather your thoughts by repeating her objection. Sometimes it sounds different when she hears it and she will try to explain her statement. Other times you can use the **FEEL FELT FOUND method**.

“I know how you feel, I felt that way too, but then I found_____”

And finally KISS! Do not overload your prospect with information. Keep it simple and listen to your prospect.

Happy Recruiting!!!

Overcoming Objections

Understand you will have objections to joining your club. After all people want to make sure they are not committing to something they will regret. Objections are only telling you the person has a need or concern. It is not a personal rejection. Relax, it is not about you.

Are you proud of your club? Do you enjoy doing things with club members for your community? Do you have fun with the gals in your club? Do you feel your club does worthwhile things? Could you accomplish more with more members? Then be happy to share what you have.

If you prepare yourself with answers to common objections you will be more comfortable in approaching people about your club. Having a conversation with a prospect helps you Find their need and fill it.

I don't have the time-We only have one meeting a month. We collect things each month that you may have around your home. Pull tab, bottle caps, box tops, travel hygiene products. These items are used towards schools, the Veterans and senior gift bags and homeless shelters. This lets our members that are unable to work another event to contribute in our ongoing collections. You should come check us out at our meeting next on _____.

I don't think I have the finances to join-We only have dues once a year and they are only _____. Come to our next meeting, there is no obligation.

I would feel guilty if I could not help on every event-This is the beauty of our club. We have moms, full time and part time working women, wives, single parents and retirees. None of us can do everything. That is what makes it so nice. I would love for you to come meet us at our next meeting on _____.

My husband would not let me-I have found the hubbies really enjoy the wife helping in charitable events. She is happier and bonds with other women. It has been proven women need women for a healthier life. I bet he would appreciate that. Our next meeting is _____ and I would love for you to come get more information to share with your husband.

What if I join and don't like it-We do not want people to be unhappy, you just let us know your wishes. All of our members are happy and that is what it is all about. Come check us out at our next meeting on _____ there is no obligation.