

## BRINGING FRIENDS INTO LIONS

You must be Positive, Enthusiastic, and Proud of Lions with your friends

Identify your friends who would be good Lions

- Friends that are giving of themselves and community minded
- Friends that enjoy working on projects with others and relate well with others
- Friends who are full of ideas

Cultivating your friends about Lions- Take Your Time

- Share your enjoyment with Lions and explain what your club does- Service Projects, Youth Activities, Vision Screenings, Diabetes Awareness Projects, Food Drives, Environmental Projects
- Explain the difference we make in people's lives
- TALK UP LIONS BEFORE YOU BEGIN RECRUITING YOUR FRIENDS
- Invite them to a COMMUNITY SERVICE PROJECT (not a meeting)
- Introduce them to your fellow Lions
- Let your club know you are bringing a friend to the project
- Encourage them to participate with you and other Lions

Socialize After the project- Coffee, Pizza, and Beer

- Ask your friend if they enjoyed themselves
- Ask if they met any Lions whose company they enjoyed
- Explain to them what your club does in the community
- Give a brief elevator speech about Lions impact the world over
- The number one reason people don't join are time constraints. Explain that we ask our members to give WHAT THEY CAN, WHEN THEY CAN

## BE PATIENT

Moving Forward Towards Joining

- If your friend was ecstatic about their experience have them fill out a membership application. Explain our dues structure (break it down to monthly costs) and explain where the dues money goes-LCI worldwide projects, Multiple District programs, and District Organization
- If you feel they are not quite ready relax and invite them to another project later. With friends there is no reason to rush.
- After your next event (or when the time is right) ask them to join. If they are not ready to join remember REJECTION IS NOT PERSONAL. Situations, commitments or family issues might not make it right for them at this time. Remember this is a friend
- Do not give up BE PERSISTENT. This might not have been the right time but circumstances change and new opportunities may arise
- Recruit other friends-Friends are our greatest membership opportunities
- Encourage your club to have social mixers (not to recruit but to socialize) where you can bring friends to meet fellow Lions