

Kiwanis

Carolinas District

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MEMBERSHIP DEVELOPMENT - Prospect List Prompters

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 prompters 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.

- ☺ **They are your neighbor. You say hello to each other, and you consider them to be friendly.**
- ☺ **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.**
- ☺ **When you shop, there is someone with whom you enjoy dealing. Perhaps you only know their first name.**
- ☺ **There is a client or customer with whom you enjoy doing business.**
- ☺ **When you go to church, there is someone who always gives you a friendly smile or greeting who has an interest in your community.**
- ☺ **Read your card file or Rolodex. List an individual you should invite.**
- ☺ **There is a person you see occasionally with whom you attended school.**
- ☺ **There is a relative whose company you enjoy.**
- ☺ **You're planning a dinner party. List two non-Kiwanians you would invite.**
- ☺ **List a non-Kiwanian you would be most inclined to invite to attend a football game, play tennis, walk, jog, fish, or play cards.**
- ☺ **List a person with whom you attended a trade show or seminar.**

. . . and the people you don't know

- ☺ **Who edits your local newspaper? Who is the publisher? Who manages your television or radio station?**
- ☺ **Who is the principal of your child's or a neighbor's child's school? Who is the superintendent?**
- ☺ **Who is the pharmacist at your hospital? Who is the administrator?**
- ☺ **Who is the trust officer at your bank? Who is the bank president?**

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.