

Bringing a New Member into our Club

We *strongly* encourage fellow Rotarians to recruit new members.

Think about it: with more members we can get more done, *and* we'll have more fun doing it. That's a win-win.

Preferably, we're looking for business owners and those in management positions. This can be for-profit as well as non-profit enterprises.

If you encounter somebody in management who was recently transferred to this area or who moved to this area in order to work for a local company, *this* person should be seriously considered. Why? They're probably looking for an opportunity to meet people here, *and* to get actively involved in doing something positive for their new community! Again, a win-win!!!

How to proceed?

1. Mention Rotary to your prospective member. Tell them about the great folks in our Club, what we do for our community and beyond. Tell them that we meet each Tuesday at the San Luis for lunch, about the great food and service, and the varied speakers that we invite. Mention our Golf Tournament and that this is our one-and-only fund-raiser. Pay attention to their reaction: if he/she appears interested, then it's time to move to the next step.
2. Bring your prospective member to a meeting as a guest. The Club pays for the lunch for prospective members. Introduce him/her around to those at your table and beyond, mentioning what he/she does at their job as well as any other information that might be of-interest. Point-out to your prospective member what your fellow Rotarians do at their jobs as well as any other information that might be of-interest. Pay attention: are they interested? If so, it's time to move to the next step.
3. Ask your prospective member if he/she would be interested in joining our Club. If he/she replies positively, then carefully go over what is expected of a Rotarian. Further along in this document is an excerpt of an email I sent to one of my prospective members detailing those responsibilities. I would consider sending an email detailing these as I think this would have more impact than the spoken-word.
4. Explain that membership is not guaranteed! Let this prospective member know that being approved for membership takes time and goes before the Board. If they continue to show interest, then let's move-on.

5. Download the fillable New Member Application from our website. Our website is at www.islandrotary.org, and look at the top of the home-page for the link to “New Member Forms.” Either email the form to your prospective member for him/her to complete or get the information and complete it yourself.
6. Email the completed new member form to Membership Director Todd Schott or Christopher Myers.
7. This will be presented to the Board, and they’ll let you know if this person is approved. If they are approved, then Todd will put this prospective member’s name before the membership (listing you as the sponsor) to ask for comments. You’ve seen this done before: a page is placed on each table presenting the proposed member and asking for comments. This is done for two consecutive weeks.
8. Once the two weeks has passed and he/she has been approved, please download the second form from the website (“Membership Agreement”) and have your prospective member sign this and forward to Todd.
9. Your prospective member is welcome to attend our meetings during these two weeks as a guest of our Club.
10. You must insure that your prospective member is aware that they will receive all Invoices via email, and their first one will arrive shortly after the membership has approved your prospective member as a Rotarian (step 7, above). You must make sure that they are prepared to pay this Invoice *promptly*.
11. Let this new member know that their spouse/SO is invited to attend their initiation.
12. Todd will get with you to coordinate this new member’s initiation.

Are you off the hook once your proposed member becomes a member? No! So what else is expected of you?

1. You need to insure that he/she gets into the habit of attending our weekly meetings. Be a pest if necessary.
2. Marks will let you know if they’re not paying their dues promptly. If that happens, you need to contact your new member and *firmly* insist that they get into the habit of paying their dues promptly.
3. You need to work with Todd to get them from their red badge to a blue one.

4. Contact him/her well in-advance of their first Golf Tournament, strongly urging them to volunteer to help us in some way on the day of the tournament. Get with Scott for ideas on this.
5. As you discuss the Golf Tournament, remind them that they are responsible for a *minimum* of two hole sponsorships, letting them know that quite a few members sign-up many sponsors.

Here's an excerpt of an email I sent a prospective member ...

Although the weekly noon meetings are fun and we get fed really well (at least in *our* Club), the real point is "Service Above Self" – to *positively* impact our community and our world. We ask that each member do their part.

Click [here](#) for some additional information.

Unlike some Clubs, our Club has only one major fundraiser per year: the Galveston Island Rotary Club Golf Tournament. This is held on a Monday in May of each year at the historic Galveston Country Club, and we always have a great turnout. Here is what is asked of each member for this annual event ...

- Each member must line-up at *least* two hole-sponsors at \$150 each. This is a requirement. Since many of us have our own businesses, the first is our business. Then we go looking for others. Since many of us deal with other businesses, this is pretty easy.
- Members must provide some small prizes that will be given away.
- Members are encouraged to line-up major or host sponsors. The costs for these start at only \$500.
- We need volunteers to assist with the various activities of the day at the Country Club. You'll encounter many friends and neighbors and business associates there.

Here are the direct costs of membership ...

One-time initiation fee	\$90
Dues and meals (per quarter, billed via email quarterly)	\$275

You want to copy the preceding verbatim into *your* email? Please do – I didn't copyright it.

Don't hesitate to contact Todd if you have any questions about *any* of this.