KICK START
INVITE. EXCITE. IGNITE CLUB MEMBERSHIP.

THE FORMULA’S NEW KICK START PROGRAM IS ALL ABOUT MOTIVATING MEMBERS TO START THE NEW KIWANIS YEAR OFF STRONG.

DON’T FORGET.
Invite potential members to your Kiwanis One Day event on Saturday, October 22nd.

What it takes
Any Americas Kiwanis member who sponsors a new member into a new or existing Kiwanis club between September 25 and November 30, 2016, will automatically receive one entry in a drawing to win two round-trip tickets.

Eligibility & How to Enter
In order to receive credit for sponsoring a new member:

**In an existing club:** the sponsor name must be properly recorded in the club secretary dashboard or through member services.

**In a new club:** the sponsoring member must be reported in the club opening tool or through member services.

Americas Kiwanis members receive one entry for each new member they sponsor with no limit to the number of entries.

Prize
Two round-trip tickets. Drawing takes place on Friday, December 2, 2016 by an independent party. Ticket value may not exceed US$500 per ticket (US$1,000 total).

For official rules, eligibility and terms and conditions, please visit kiwanis.org/kickstart.
Give your guests a warm Kiwanis welcome

WE ASKED SOME OF THE MOST SUCCESSFUL CLUBS THEIR SECRETS TO TURNING GUESTS INTO MEMBERS. USE THEIR TIPS TO YOUR ADVANTAGE.

Tips for making your guests feel great

1. Introduce club members and Kiwanis to guests
   - Introductions can include things like how long each person has been a member of Kiwanis, their occupations, hobbies, the best part about being a Kiwanian or what they love most about their club.
   - Assign a member, or a couple members, to explain SLPs and other key components of Kiwanis that set it apart from other service organizations.

2. Introduce the guests to the group
   - Guests can either be introduced by the member who invited them or can introduce themselves. If they have expressed an interest in joining, ask what they hope to gain by becoming a member.

3. Provide guests with a list of upcoming service projects. Assign a member to ask about their interests and talk to them about the committees they might enjoy.

4. Follow-up with an application, handwritten note, phone call or visit thanking guests for attending
   - Giving them a membership application alone is not enough! Personally invite them to join.

5. Have one or two club members connect with the guest via LinkedIn.
   - Show them that Kiwanians have lots of business and civic networking connections.