How to Discover New Members in Florida

New Club Opening

Top Three Innovations

1. Process wasn't defined
   - The "How To"
2. Expedited Timeline
3. A sense of "Team"

Today's Objectives

1. Prework
2. Appointment Setting

Prework

The Process Begins with:

Site Selection

Site Selection

What makes a good site?

- Small to medium urban centre
- Good business community
- Schools (Key Club / Builder's Club)
- Site Survey
  - Talk with key leaders
  - Other service clubs

Site Selection

What makes a good site?

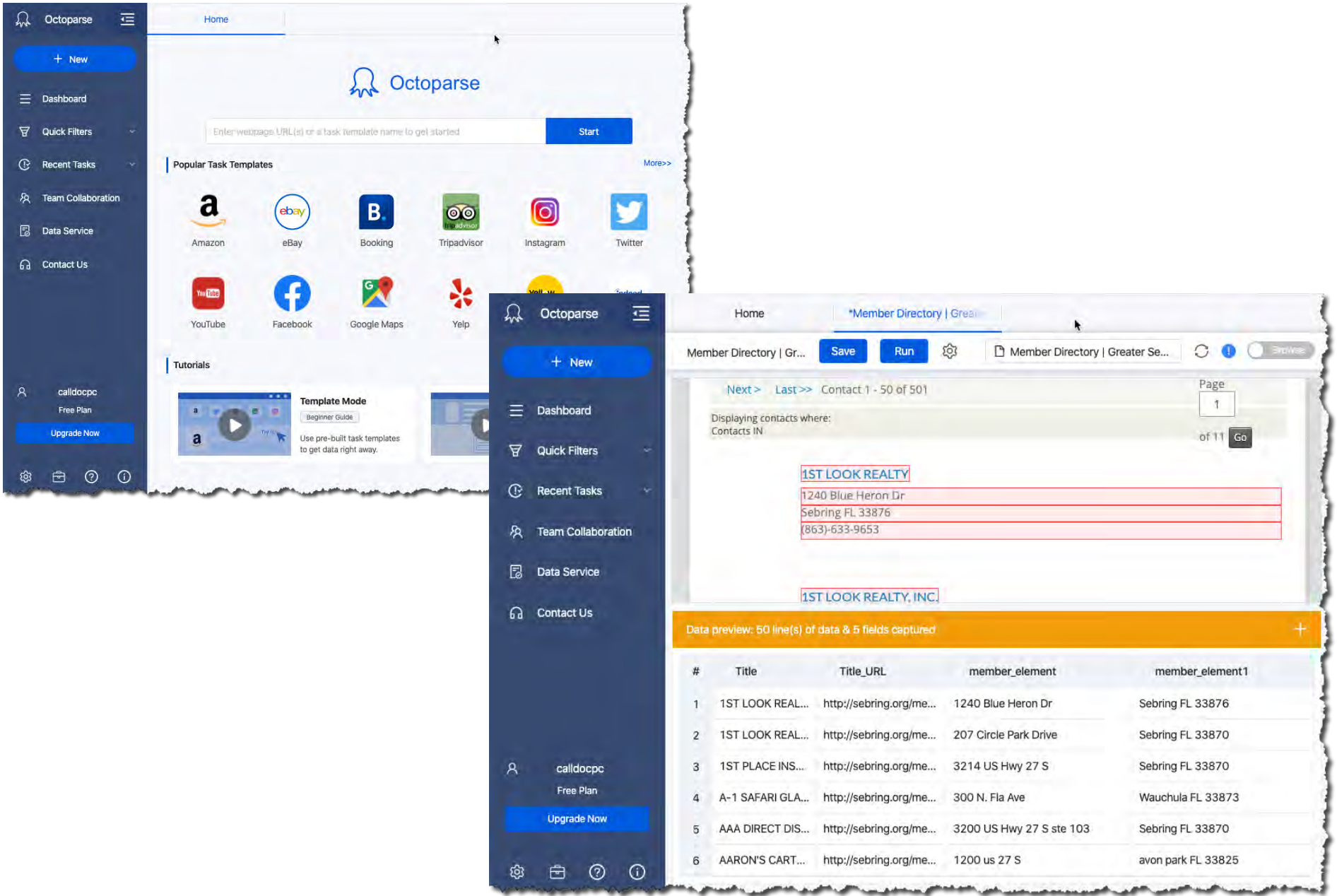
- Call KI
  - Rosters of former Kiwanis Clubs
    - City and County (René Booker)
  - SLP alumni

Assemble Your Team

- District Membership Chair
- Lieutenant Governor
- New Club Opening Specialists
- Sponsoring Club
  - Two Club Coaches
- Kiwanis Helpers

Octoparce and CPDESK Our Online Tool

Octoparse



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2	1ST LOOK REAL...	http://sebring.org/me...	207 Circle Park Drive	Sebring FL 33870
3	1ST PLACE INS...	http://sebring.org/me...	3214 US Hwy 27 S	Sebring FL 33870
4	A-1 SAFARI GLA...	http://sebring.org/me...	300 N. Fla Ave	Wauchula FL 33873
5	AAA DIRECT DIS...	http://sebring.org/me...	3200 US Hwy 27 S ste 103	Sebring FL 33870
6	AARON'S CART...	http://sebring.org/me...	1200 us 27 S	avon park FL 33825

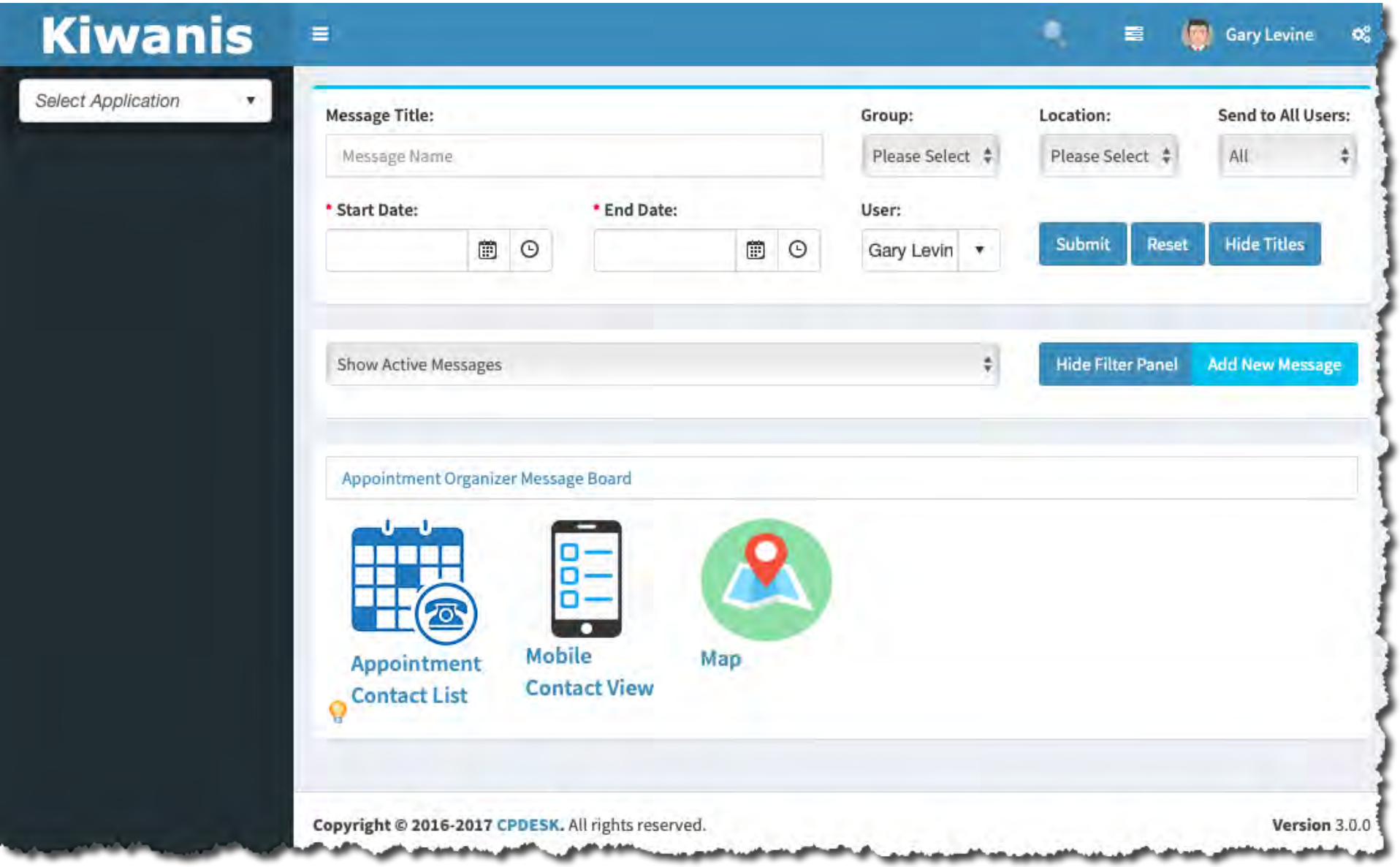
CPDESK

Kiwanis®

Registered User Log in

Kiwanis.cpdesk.us

CPDESK


Kiwanis
Gary Levine
Select Application
Message Title:
Message Name
Group:
Please Select
Location:
Please Select
Send to All Users:
All
* Start Date:
* End Date:
User:
Gary Levin
Submit
Reset
Hide Titles
Show Active Messages
Hide Filter Panel
Add New Message
Appointment Organizer Message Board
Appointment Contact List
Mobile Contact View
Map
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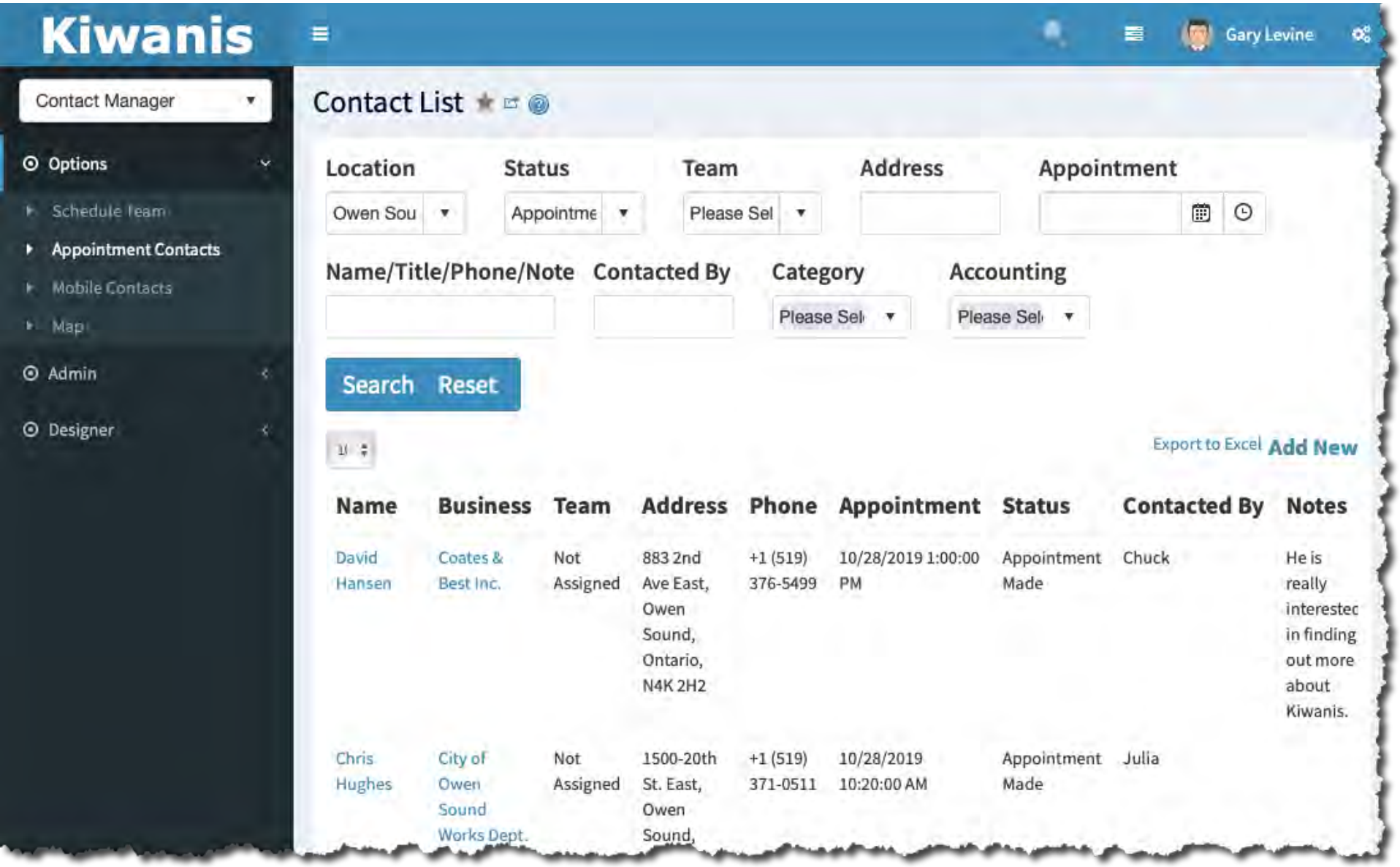
Kiwanis
Gary Levine
Contact Manager
Options
Schedule Team
Appointment Contacts
Mobile Contacts
Map
Admin
Designer
Contact List
Location
Owen Sou
Status
Appointme
Team
Please Sel
Address
Appointment
Name/Title/Phone/Note
Contacted By
Category
Please Sel
Accounting
Please Sel
Search
Reset
Export to Excel
Add New
Name
Business
Team
Address
Phone
Appointment
Status
Contacted By
Notes
David Hansen
Coates & Best Inc.
Not Assigned
883 2nd Ave East, Owen Sound, Ontario, N4K 2H2
+1 (519) 376-5499
10/28/2019 1:00:00 PM
Appointment Made
Chuck
He is really interestec in finding out more about Kiwanis.
Chris Hughes
City of Owen Sound Works Dept.
Not Assigned
1500-20th St. East, Owen Sound,
+1 (519) 371-0511
10/28/2019 10:20:00 AM
Appointment Made
Julia

Appointment Setting

Appointments

Appointments form the crux of every new club opening event.

Who Ya Gonna Call?

- Schools
- Banks
- Insurance Brokers
- Financial Planners
- Public Libraries
- Emergency Services
- Business Owners
  - Chamber of Commerce
- Municipal leaders
  - City Hall Employees
- Local volunteer of the year
- BNI local chapter

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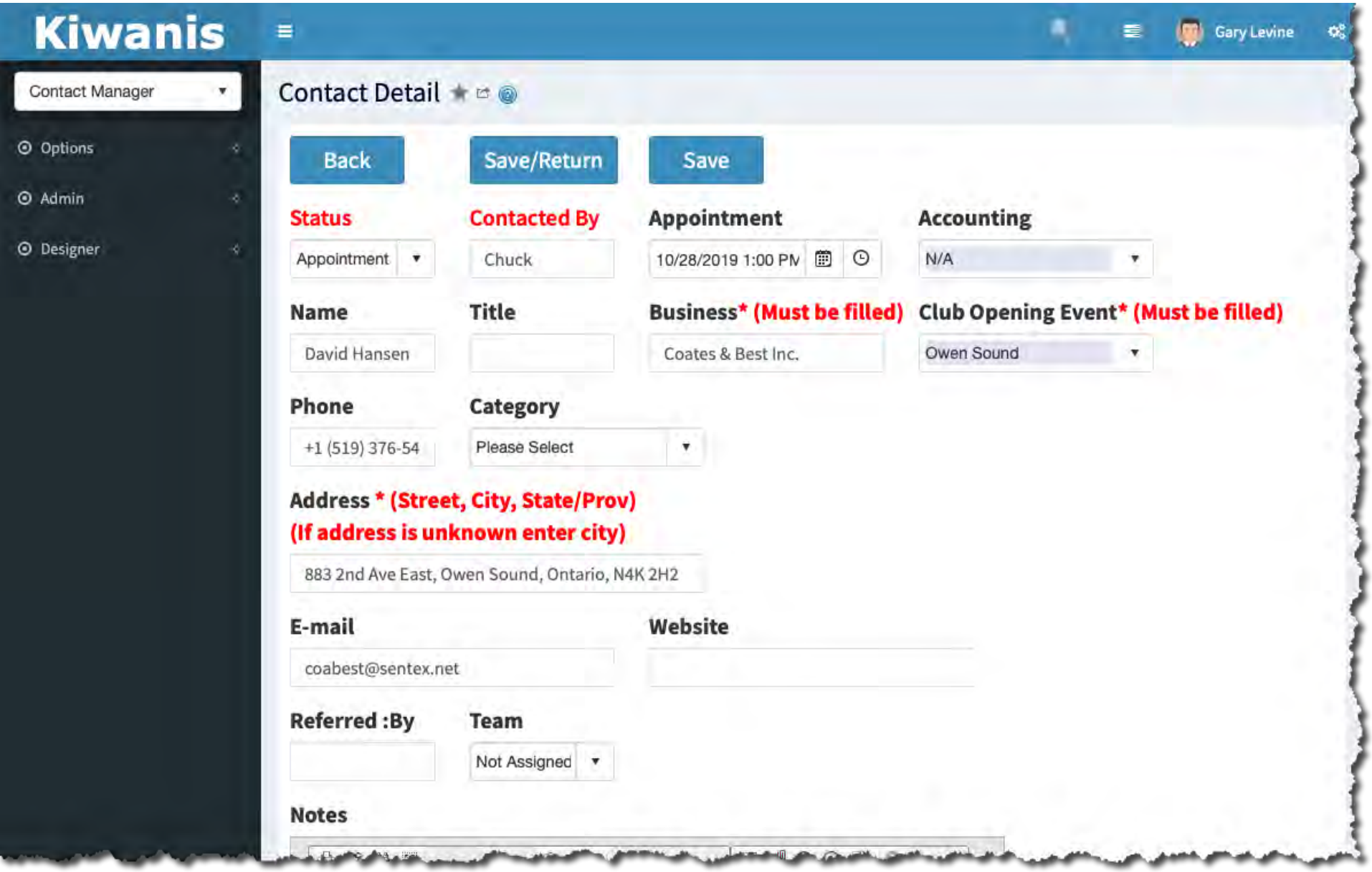
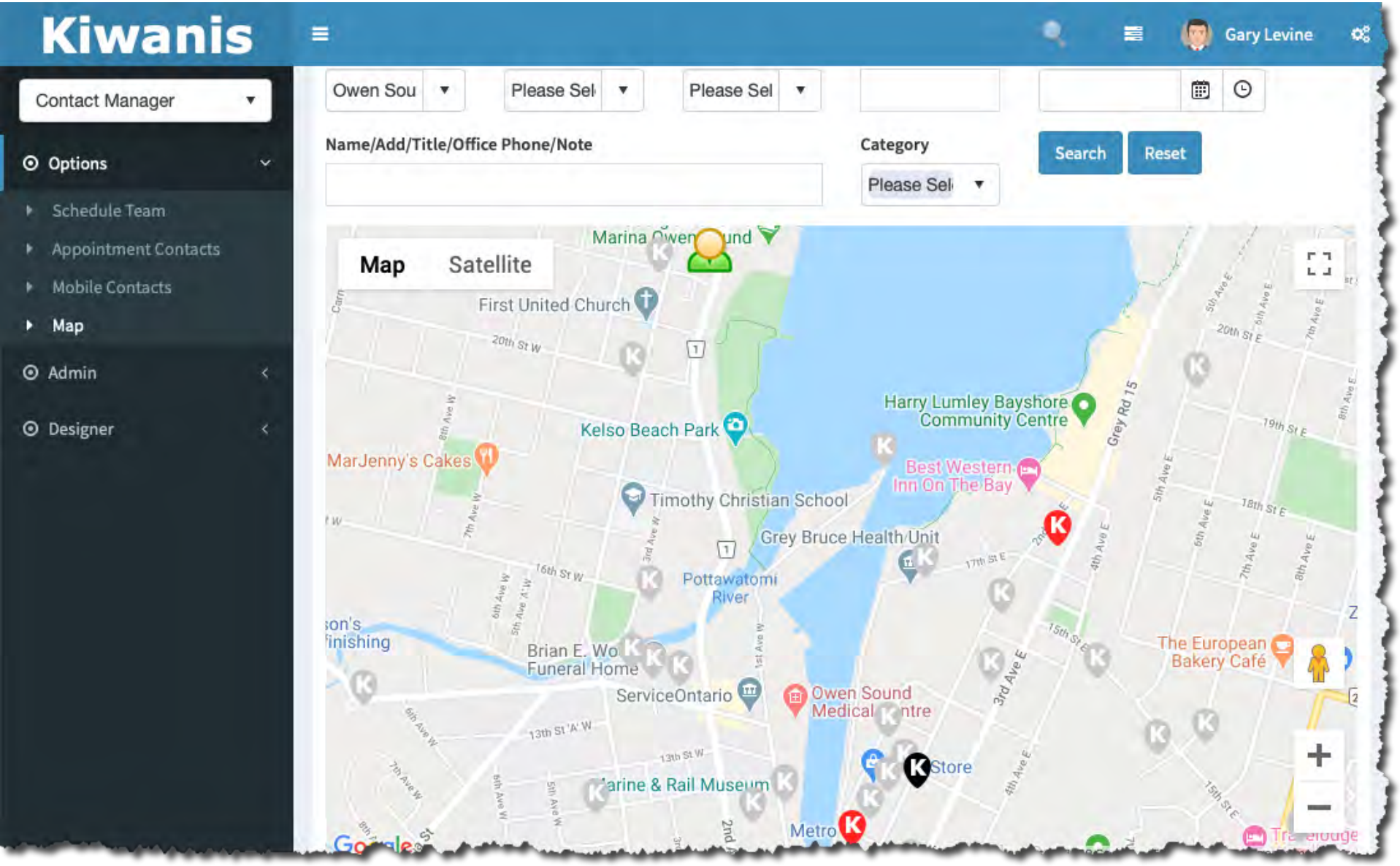

Kiwanis
Gary Levine
Contact Manager
Options
Admin
Designer
Contact Detail
Back
Save/Return
Save
Status
Appointment
Contacted By
Chuck
Appointment
10/28/2019 1:00 PM
Accounting
N/A
Name
David Hansen
Title
Business* (Must be filled)
Coates & Best Inc.
Club Opening Event* (Must be filled)
Owen Sound
Phone
+1 (519) 376-54
Category
Please Select
Address * (Street, City, State/Prov)
(If address is unknown enter city)
883 2nd Ave East, Owen Sound, Ontario, N4K 2H2
E-mail
coabest@sentex.net
Website
Referred :By
Team
Not Assigned
Notes

CPDESK


Kiwanis
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Contact Manager
Options
Schedule Team
Appointment Contacts
Mobile Contacts
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Search
Reset
Map
Satellite
Marina
First United Church
Kelso Beach Park
MarJenny's Cakes
Timothy Christian School
Harry Lumley Bayshore Community Centre
Best Western Inn On The Bay
Grey Bruce Health Unit
Pottawatomi River
Brian E. Wo Funeral Home
ServiceOntario
Owen Sound Medical Centre
The European Bakery Café
Store
Metro
Grey Rd 15
3rd Ave E
20th St W
16th St W
13th St W
20th St E
19th St E
18th St E
17th St E
15th St E

The Medium is the Message
Call Script

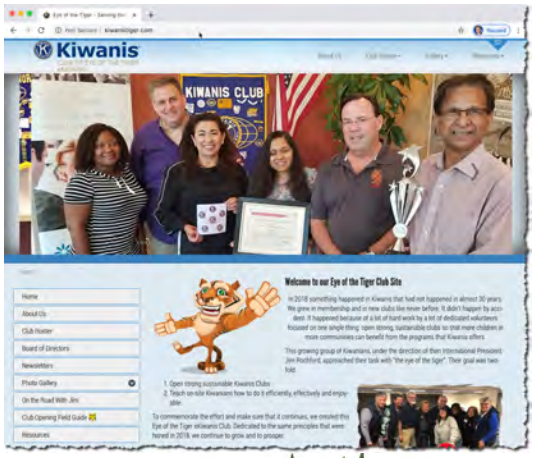
Challenges

- Gatekeepers
- Scheduling conflicts
- Rescheduling possibilities

Your Measure of Success

Your success is measured not on the number of calls that are placed but on the **number of appointments** that you make.

www.kiwanistiger.org



Resources

Home
About Us
Club Roster
Board of Directors
Newsletters
Photo Gallery
On the Road With Jim
Club Opening Field Guide
Resources

Resources

The resources that we use evolve all of the time. Every new club opening event that we participate in is a learning experience. To that end, the tools that we use evolve as well. Here are some key tools that we have assembled for you:

- New Club Opening Field Guide
- Membership Application Form
- New Club Opening Tool Login
- New Club Petition
- New Club Meeting Invitation
- Club Opening Sheet
- New Club Organizational Meeting Cheat Sheet
- Club Bylaws
- New Club Roster

Print PDF

Field Guide

Kiwanis
EYE OF THE TIGER
CLUB OPENING
FIELD GUIDE
Gary Levine

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