

**LIONS  
OF  
MD 12  
MEMBERSHIP  
MEETING  
MODEL**

**2012**

**District Governor Mark Cook  
Dickson Lions Club**

**(Modified from MD-11)**

The following club membership development model has been perfected over a number of years. Each time it is used by a club, the result is an increase anywhere from one or two to 15 or more new Lion members. Minor variations seem to work. In fact, some are mentioned in the following discussion. However, when significant variations are tried, the result ends up with fewer new members. In other words, follow the program carefully.

Undertaking a membership drive is a serious undertaking by a club. Several meetings are required for planning, the actual presentation to potential new members and the follow-up sessions once the candidates actually become members. The results are worth the effort. Every Lions Club can use new hands, new ideas and new projects not to mention having enough help so that every member does not have to turn out for every project for it to be a success.

One of the reasons this approach seems to work is that a whole group joins together. This gives the club a “class” of new members, not just one or two at a time. This class can then learn the hows and whys of Lionism together rather than someone being the lone individual in the club that does not know everything. Also, the current members are forced to deal with all these new members by giving those jobs and committee responsibilities. Later we will talk about getting the new members involved.

Here’s how we start.

### **Planning and Organizing**

The first step involves a commitment by the entire club that new members are needed and that the existing members are willing to make a significant effort to gain those new members. Membership is not the responsibility of just the membership chairman or the membership committee. Membership must be approached like any other club project. Everyone must agree to be involved.

Once the club has committed to the effort, a special planning meeting should be set to begin the process. The planning meeting should be the topic at a regular club meeting. Separate meetings tend to end up with very few members attending. Use the attached planning sheet to set your date and to assign responsibility to individual club members for the various parts of the program.

At that meeting, dates, times and locations should be set for the open house event (more later on the open house). A list of potential members should be developed. One of the best ways of developing the list is to use the New Member Resources form (a copy is attached). Members should use the form to generate ideas as to those friends, neighbors, acquaintances and civic leaders that would make good lions. A deadline is necessary for club members to turn in suggested names. Sending the New Member Resources form with the club newsletter is a good way to get everyone involved, including those who do not attend regular meetings. Remember to ask your closest friends and your spouse for recommendations as to who might make good members. You might consider asking your

spouse! Be sure to have a specific date for the final return of the forms. Allow two or three meetings for names to be returned. You need everyone's ideas. Don't stop at just those suggestions on the form. Stretch your imagination. Think of those individuals that are not traditionally asked; such as, women, minorities, members of other service clubs (like the JC's), corporate leaders, community leaders or those that might have physical or financial resources that could be of benefit to your club. If a member does not turn in a form, be sure to contact them. The more names, the more likely you will get the new members you need.

Be sure to get the addresses and phone numbers for those being suggested as members. The committee typing the invitation letters does not necessarily know "Bud" Smith from all the other Smiths in the phone book.

When all the names are turned in, a letter must be sent inviting each individual to the open house. A sample letter is attached to this packet. Adjust the letter to meet your specific club needs. Be sure to allow your committee enough time to type each person's name on the letter. You should consider addressing your invitations to both the husband and wife. Today's couples like to do things together. By addressing the invitation to both, you have the opportunity to get two members for one invitation. Open house invitation letters should be sent about three weeks in advance. Never send them less than two weeks in advance.

About five days in advance call each prospective member to remind them of the open house and to confirm their attendance. This is an important step. Experience has shown that if you call too early, you will have a lower turnout. Three to five days seems to be about right. Getting an accurate count will also allow you to plan for the right amount of food. **Not calling has been shown to severely reduce the number of attendees.**

### **Planning the Open House**

The open house should be at your normal meeting time and place. With a different time or place, you may have prospective members attend that might not be able to attend a regular meeting or you may not get those that could attend a regular meeting.

Plan a light meal. A sandwich buffet seems to work well. Lots of bread, cold cuts, lettuce, tomato, cheese, catsup, mustard, mayonnaise, chips, dip, perhaps cake for dessert, etc. Drinks should be coffee, tea and soft drinks. **NO ALCOHOL!** This keeps the eats inexpensive, allows for slight variations in attendance and lets folks go through the food line as soon as they arrive. Don't charge guests for the meal. This may not be what you would normally serve at a meeting but you are not conducting a regular meeting.

Remember, you are having an open house, not a regular meeting. Skip the ceremonies. You should consider the pledge and invocation but skip all the normal reports, other agenda items and tail twisting. For this meeting, all activities should be directed toward the new member candidates. Members should dress reasonably the same and be sure to wear their name badges! Have a greeter. Have name badges for the guests. Members

should be encouraged to approach each guest, shake his or her hand, introduce themselves, ask something about the prospective member and generally try to make the new person welcome. Ask about what community causes are most important to them. This is the members time to get acquainted with the prospective new member. By encouraging them to do the talking, they will feel at home and comfortable with your club. Remember, they are looking you over at the same time as you are checking them out.

Plan a program of about 1/2 hour. Cover the following topics. **Past experience shows about five minutes on each topic seems to work well without getting into too many details.** Remember, you are simply giving an outline of what Lions are all about and what you club does in your community, not providing them with a detailed orientation.

- The International organization and activities

- The State organization and activities

- The District organization and activities

- The Club organization and activities

- Obligations of membership

- Types of membership (regular, associate, affiliate)

- What goes on at a meeting (speakers, tail twisting, business sessions, meals.)

- How to join, Cost of membership

- Summarize (Lions provide opportunities for recognition, praise, advancement, self satisfaction, pride, teamwork and feeling good, for example)

Have at least one of the presentations made by a dignitary from outside the club; the District Governor or a respected Past District Governor, if available. Have the District officials give short five minute presentations on the International, State and District topics. Remember, it is not important that each topic be covered in depth. Use the club President to tell about the club's community support activities. Stress the local community projects. The Treasurer could talk about how much money is made on projects. The Secretary could tell about the cost of membership, how meals are paid for and how dues are billed. One speaker should address opportunities for service, leadership and having a say in which projects are supported by the club. Emphasize that projects are possible when done by a group that cannot be done by the individual members working by themselves. A broad presentation of what we do is much more important than being 100% complete. Whatever happens, do not try to correct the speaker or add a pet project from the audience. **Keep it to the 1/2-hour limit!**

Invite guests to join. Provide them with a membership application, tell them how to fill it out and encourage them to give the application, along with their check, to a club officer before they leave. Have a table where a club officer sits that can take applications and answer questions (preferably by the exit door).

Have enough membership applications available so each prospective member has one. Order them ahead of time from the Club Supplies Division of Lions International (Form ME-6). Don't use Xerox copies of the membership application. Don't make a bad first impression.

Prepare for your open house by having a table of Lions related materials. These could be brochures on various Lions activities and photographs of your club working on projects. Have copies of the International and State magazines as well as your club newsletter. The Eye-Bank and Leader Dog are well received.

Consider having a door prize or a token gift. It doesn't have to be much. A Lions or club cap, a coffee mug or some other item with a Lion symbol is nice. The prizes should be for the prospective members.

**Impress the prospective members by starting and stopping on time. Ask them to become a Lion member today.**

### **Follow-up**

Be sure to send a nice note thanking each individual for coming to the open house. Congratulate those that joined, remind them to schedule the club meeting dates on their calendars and tell them your club is looking forward to seeing them at the next meeting. Set a meeting date for a formal installation ceremony and include that date in your letter. For those that attended but did not join, send a thank you along with another membership application, ask them to consider joining in the near future and invite them to attend a regular meeting. Remind them of the application fee and be sure to tell them where to send their membership application (or to bring it with them to their first meeting) should they decide to become a member.

For those that were invited and were unable to attend, send a letter with a membership application noting the membership application fee. Invite them to attend a regular meeting of your club and encourage them to attend at their convenience.

All new members must be formally installed. Have a district officer or past District Governor do a mass installation of the new members. It must be memorable for the new member. Be sure to have a membership pin and a new member packet for each of the new members. Their sponsor should pin on their pin. Be sure to schedule the new member installation very soon after the open house.

New members should participate in a new member orientation program. This is generally a three hour session on the items covered briefly at the open house. There are a number of outlines available on orientation programs. Be sure one is used.

### **Frequently asked questions**

Who gets credit for the new member? Generally most clubs give credit to the member that suggested the new member's name. Ties, two members that suggest the same person, go to the first member suggesting the new member.

How many will sign up? Experience has shown that 50% or more will accept your invitation to the open house. Of those, most will actually sign up.

Should we let them take the application home and “think about it”? The majority of those that take the application home are not likely to join. If a prospective member does take an applications home, they should receive a follow-up phone call in about one week.

“Our club likes to invite new members to several meetings to see if the new member will “fit in” with our club and our members. Then, we vote on asking them to join. How can we make this program work?” Lions Clubs are slowly going away from this type of membership approval. Ask your members to carefully consider those you invite. In other words, pre qualify those to whom you send letters so that those who accept your invitation to join would have been accepted under the old method. You might also consider changing your standards and/or your method of bringing new members into your club. Lions International does not specify how prospective members are to be approved.

**MEMBERSHIP IS EXCITING - GROW YOUR CLUB**

## SAMPLE INVITATION LETTER

**DICKSON LIONS CLUB**  
**Renaissance Center**  
**855 Hwy. 46 South**  
**Dickson, TN 37055**

Fred and Mary Smith  
456 7th Avenue  
Dickson, TN 37055

Dear Mr. and Mrs. Smith,

Your names have been given to us as leaders in our community, those who are concerned with the well being of our fellow citizens.

The Dickson Lions Club, formed over 79 years ago, is part of an international organization founded with a desire to serve our communities. The club participates in numerous projects to raise funds to purchase eyeglasses for needy children and adults. Our club conducts yearly vision screenings for children in daycares and preschool and recycles glasses for others to use. We help fund vision related surgeries and provide vision impaired residents with leader dogs.

The Dickson Lions awards 4 scholarships yearly as well as maintains an Adopt A Plot at intersection of Henslee Drive and Hwy. 70.

We are extending a cordial invitation to both of you to attend a special Lions Club meeting on Tuesday, May 1 at 12:00 noon at our meeting room at the Renaissance Center on Hwy. 46 South. A light meal is planned along with a short informative program. We should adjourn no later than 1:00 PM.

A few days before the meeting one of our Lions members will phone to confirm your reservation. We hope you will make plans to attend this special Lions Club meeting.

We have enclosed a brochure, "The Lions...We Serve", which gives an excellent outline of what we do as an organization as well as some information on our local activities.

Very truly yours,

Mark Cook  
Dickson Lions Club

**LIONS CLUBS INTERNATIONAL  
TENNESSEE MEMBERSHIP MEETING MODEL**

**NEW MEMBER RESOURCES**

**A Friend A Neighbor A Church Member A Business Associate A Relative  
Your Doctor Your Lawyer Your Optometrist Your Minister or Priest  
A Fellow Worker A Retiree Your Spouse A Current or Former Roommate  
Your Golf or Bowling Partner Your Broker Your Accountant A Hobby Friend  
A New Person in Your Office or Neighborhood A Recipient of Our Services  
A Guest Speaker at Your Club A Community Leader The Police Chief  
The Fire Chief The Head of a Community Organization A Business Client  
A Politician A Corporate Leader An Educator A Member of Another Clubs**

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_  
Phone \_\_\_\_\_ (W) \_\_\_\_ (H) \_\_\_\_  
Spouse's Name \_\_\_\_\_  
Invite Spouse Yes \_\_\_\_ No \_\_\_\_

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_  
Phone \_\_\_\_\_ (W) \_\_\_\_ (H) \_\_\_\_  
Spouse's Name \_\_\_\_\_  
Invite Spouse Yes \_\_\_\_ No \_\_\_\_

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Invite Spouse Yes \_\_\_\_ No \_\_\_\_

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Spouse's Name \_\_\_\_\_  
Invite Spouse Yes \_\_\_\_ No \_\_\_\_

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Phone \_\_\_\_\_ (W) \_\_\_\_ (H) \_\_\_\_  
Spouse's Name \_\_\_\_\_  
Invite Spouse Yes \_\_\_\_ No \_\_\_\_

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_  
Phone \_\_\_\_\_ (W) \_\_\_\_ (H) \_\_\_\_  
Spouse's Name \_\_\_\_\_  
Invite Spouse Yes \_\_\_\_ No \_\_\_\_

Date \_\_\_\_\_

**SUBMITTING MEMBER:**

\_\_\_\_\_



Step	Task	Status & Remarks	Responsibility	Target Completion Date	Completion Date
1.0	Kick-off planning meeting	Goal: Obtain Club membership Commitment to support significant effort as a Club Project.	Ex: Name (s) Chairperson(s)	Ex: Set date for Kick-off meeting	Ex: Actual Completion date
1.1	Schedule Kick-off meeting	Set date to establish agenda item for a specific club meeting			
1.2	Kick-off Meeting Presentation	<p>Prepare presentation: Purpose of presentation is to gain club individual member concurrence and support for project</p> <ul style="list-style-type: none"> <li>• Identify need for new members</li> <li>• Overview the plan to gain new members Identify membership roles, opportunities, responsibilities commitments and support necessary to complete the project</li> <li>• Gain individual commitments for every club member (100%) to support</li> <li>• Gain universal commitment to agreed upon goals – Note: Set ground rules: Complaints may only be accepted if accompanied with a positive suggestion as to how to improve the program/task</li> <li>• Have committee members stand up and make a “public” commitment to the “club”. Identify sub-committee chairpersons</li> </ul>			
1.3	Set date for special membership planning meeting	Special planning meeting to detail plans for each task, establish accountability, determine manpower support requirements.			
1.4	New member Induction meeting	Set date for new member induction meeting			

2.0	Special membership Planning Meeting	Goals: Set up for open house events and program presentations, establish an invitation list, set date time and location(s)			
2.1.1	Program Goals	Identify and establish Open house program goals			
2.1.2	Program presentation	Establish agenda for Open House presentation <ul style="list-style-type: none"> <li>• Goals of Lionism: International, State, and District</li> <li>• Club Goals and activities, typical meeting</li> <li>• Typical club projects and events, community support activities</li> <li>• Membership meeting nights and club expectations</li> <li>• Costs of Membership and how to Join</li> <li>• Rewards of membership – personal stories</li> </ul>			
2.1.3	Invite dignitary to attend Open House	Invite PDG or DG to attend open house and participate in presentation/activities.			
2.1.4	Open House task assignments	Assign dignitaries and or club members to fill specific roles and responsibilities for presenting the open house new member program: <ul style="list-style-type: none"> <li>• Speakers</li> <li>• Greeters</li> <li>• Support members</li> <li>• Open house host(s)</li> </ul>			

2.2.0	New member listing	Identify potential new members: <ul style="list-style-type: none"> <li>• Neighbors and Friends whom are potential good members</li> <li>• Spouses, relatives, children and parents of current members</li> <li>• Individuals with resources and or contacts needed by the club</li> <li>• Spouses of new members</li> </ul>			
2.2.1	Open House 1	Open House Date, Time and Location			
2.2.2	Open House 1	Establish invitation list for open house Members and potential new members			
2.2.3	Open House 2	Open House Date, Time and Location			
2.2.4	Open House 2	Establish invitation list for open house Members and potential new members			

3.0	New Members	Identify and create invitation letters for potential new members, follow up to ensure attendance			
3.1	Potential New Member listing	Establish new member listing including: <ul style="list-style-type: none"> <li>• Name</li> <li>• Address</li> <li>• Phone number</li> <li>• Identify a Lion Sponsor for each new member</li> </ul>			
3.2	New Membership invitation letter	Create letters inviting potential new members to the open house in their neighborhood. Include sponsor name and phone number			
3.3	Create envelopes for mailing	Create mailing labels and arrange for mailing of invitations approximately 3 weeks prior to open House meeting night (no later than 2 weeks in advance)			
3.4	Follow Up	Call each potential new member to ensure that they have received the invitations: <ul style="list-style-type: none"> <li>• Have the meeting date on the calendar</li> <li>• Have transportation to the Open House – give them a ride if possible</li> <li>• Have the phone number of a sponsoring Lion to address concerns or answer any questions they may have.</li> </ul>			

4.0	Open House	Follow program developed in 2.1.2	DG/PDG: President: ???		
4.1	Social activity * 15 minutes *	Have a brief social session for everyone to get to know each other			
4.2	Formal presentation * 30 minutes total *	<ul style="list-style-type: none"> <li>• Introductions and opening overview</li> <li>• Presentations</li> <li>• Closing remarks – why we need them as new members, why they need us as potential new Lions</li> <li>• Provide meeting schedule</li> <li>• Pass out membership application forms and provide the date for new member induction meeting.</li> <li>• Q&amp; A</li> </ul>			
4.3	Membership sign-up * 15 minutes *	<ul style="list-style-type: none"> <li>• Obtain filled out membership application, or,</li> <li>• Set date to pick up filled out membership application (1 on 1 meeting with sponsoring lion, in addition a club officer may also attend if desired) , or,</li> <li>• Arrange to mutually agreed upon follow up process</li> </ul>			
4.4	Guest Departure	<p>Club officer/representative at the door:</p> <ul style="list-style-type: none"> <li>• to collect completed applications</li> <li>• extend a personalized thank you for attending the open house</li> </ul>			

5.0	Post meeting follow up	Follow up on all invitations to join <ul style="list-style-type: none"> <li>• Those that joined</li> <li>• Those that said they will join later</li> <li>• Those that were unable to attend</li> </ul>			
5.1	Thank You notes	Send thank you notes for those that filled out an application: <ul style="list-style-type: none"> <li>• Attending open house</li> <li>• Filling out application</li> <li>• Providing club meeting schedule information</li> <li>• Congratulate them for making the decision to join Lions</li> </ul>			
5.2	Thank you notes	For those that were unable to attend <ul style="list-style-type: none"> <li>• Provide an application to join Lions</li> <li>• Provide a meeting schedule</li> <li>• Provide an overview of the meeting</li> <li>• Identify the application/membership fee</li> <li>• Advise that you will be contact them for follow up</li> </ul>			
5.3	Thank You notes	For those that declined to join <ul style="list-style-type: none"> <li>• Thank them for attending</li> <li>• Indicate that they are welcome to join later if their circumstances change</li> </ul>			

6.0	New member Induction Meeting	Induct new members at general meeting: <ul style="list-style-type: none"> <li>• Set Meeting date and provide <ul style="list-style-type: none"> <li>○ Membership pin</li> <li>○ Name badge</li> <li>○ New member packet</li> </ul> </li> </ul>			
6.1	New Member Orientation meeting	Provide new member orientation information. Discuss club activities, upcoming events, programs, etc. Tell how the new members can help			
6.2	New member Assignments	Assign new members to work with existing lions in co-assignments to assist them in learning about the club, it's activities and Lionism			

**Thanks to individuals who have contributed to the development of the this Membership Model Program from MD 11.**

## Sample Open House Agenda **Dickson Lions Club**

6:00-6:30pm

Welcome .....

Pledge .....

Prayer .....

Meal

6:30-7:00

Lions Outline.....District Governor

Local Lions Projects.....

(& What goes on in a meeting, speakers, tail twisting, business, meal)

Treasurer Report ..... Treasurer

..... Money made on projects, membership/meals dues and structures

How to Become a Lions Member .....

Thanks and Door Prize.....



## Sample Lions Outline

**I want to thank you for being here tonight. Your attendance shows that you want to make a difference in your community.**

**A brief history on Lions Clubs International. It was founded on June 7<sup>th</sup> , 1917 in Chicago, Ill. It was a dream of a Chicago businessman named Melvin Jones.**

**In 1920 it became an International association with the addition of Windsor Ontario, Canada.**

**In 1925 at the international Convention at Sandusky, Ohio at the resort community of Cedar point “Helen Keller addressed the convention and ask them to be her Knights of the blind”. Since that time the Lions have**

**strived to eradicate preventable blindness around the world.**

**Not only do we work to prevent blindness and vision problems. We make life more tolerable for those with vision problems or blindness.**

**Through purchasing glasses, readers. Providing surgeries, white canes, leader dogs and rehabilitation services to mention a few.**

**In the State of Tennessee we have 5 Districts, L, I, O, N, S, which makes up Multiple District 12. We are a part of District 12-S. In our District we have a communications van that screens individuals eyes and ears. It is manned by volunteers from the local clubs. We also have Middle Tennessee Lions Sight Service which helps to pay for surgeries for vision problems. As a Lion your are a part of something larger than your local club. You become a part of a large network that makes it possible to provide services you never thought possible. These are just**

**two of the many services provided by our District. At the state level our big project is Operation Kid sight. In this we are able to screen children ages 1 yr. to age 6 and send the printout to Vanderbilt to be read to detect vision problems in young children in an effort to prevent future vision problems. This is a joint effort with the Lions of Tennessee and Vanderbilt University. The Lions of Tennessee raised four million dollars to fund this.**

**There are many experiences that have been shared from experiences screening the eyes of children. The one I refer to the most is when they found a tumor behind the eye of a child. Not only did the Lions save his eyesight but probably saved his life.**

**If the Lions in 1925 had not accepted Hellen killers challenge, this young man probably would not have been diagnosed in a timely fashion.**

**The outcome may have been different.**

**Our current International President Wing Kun Tam of Hong Kong's theme for the year is "I Believe". Do you believe that by becoming a Lion you can do your part to change the world by helping those in need.**

**By becoming a Lion you can take pride in knowing that you are helping to continue this great process that continues to save the vision and possibly the lives of many more in the future.**

**As our Immediate Past International President Sid Scruggs III says" Lions are Loving Individuals Offering Needed Services". Will you accept the challenge and become one of the Individuals to provide these much needed service in your community and beyond. By doing so you become a beacon of hope for those in need.**

**Thank you.**

## Sample Dickson Lions Projects Presentation

### SERVICES PROJECTS

- A. Service projects that are performed by Lions with the assistance from other professionals or volunteers when needed
  - 1. Sight screening in Day Care Centers, Pre-School Programs, and Elementary Schools
  - 2. Eye Exam/Glasses for persons of all ages
  - 3. Used Glasses collection for distribution to underdeveloped countries
  - 4. Hosting a Haunted Cabin for children at Montgomery Bell State Park at Halloween
  - 5. Maintain an Adopted Plot at the intersection of Highway 70 and Hensley Drive
  
- B. Donations to Lions affiliated entities to provide services to those in need
  - 1. Lions Club International Foundation (LCIF)
  - 2. Tennessee Lions Charities
  - 3. White Cane Days Fund
    - Mid TN Lions Sight Service
    - TN School for the Blind
    - Ed Lindsey Industries for the Blind
    - Leader Dogs for the Blind
    - Learning Ally (Recordings for the Blind & Dyslexic)
    - World Services for the Blind

TN Lions Charities (Kidsight Outreach)

4. Memphis Southern College of Optometry Student Volunteer Optometric Services to Humanity (SVOSH)

C. Donations to others who perform services to improve the community

1. Donation to Dickson County Office of the Tennessee Department of Children Services Christmas Fund
2. Donation to Dickson County Sheriff Office Fallen Officer Fund
3. Donation to the American Cancer Society at Lions Club Day at Cancer Auction
4. Award Scholarships to Four Graduates from Dickson County High School

#### FUNDRAISING PROJECTS

A. Golf Tournament

B. Cycle for Sight

C. Pancake Breakfast

D. Mop and Broom Sales

E. Donations

(Sample Given after Speakers Finishes)

## HOW DO YOU BECOME A LIONS CLUB MEMBER?

Thank each of you for coming out and spending lunch with us today.

So how do you become a lions member? You have to be asked. Each of you have been asked by one of our members because they feel you have a lot to offer our community.

We meet 2 times a month on the 1<sup>st</sup> and the 3<sup>rd</sup> Tuesday, here at the Renaissance Center for a lunch meeting from 12:00-1:00. You are encouraged to attend meetings but they aren't mandatory. We are a volunteer organization so you decide how much time is right for you. It can be as much or as little as you like. Something as simple as helping clean up trash at our Adpot-a-Plot, pick up recycled glasses, help with vision screenings or just coming to meetings to help make decisions.

With only a small commitment of time, we can do a lot of great things in Dickson County. Some say if I can't participate fully then I don't want to be a part of it. If everyone felt that way then there would be no lions club because no one does it all. Helen Keller once said "I am only one but I am one. I can not do everything but I can do something. So let me do that one thing that I can do".

Working as a group we can accomplish so much more. We spent \$5,000 last year on eyeglasses for qualified residents in Dickson Co that couldn't afford them. In 2010 through our partnership with Middle TN Lions Sight Service, over \$14,000 of eye surgeries were provided to Dickson County residents. We partnered with the Charlotte Lions club to purchase a \$5,000 instrument to screen children's eyes. And through our partnership with Vanderbilt Children's Hospital, they find a potential problem with approx 5% of the children screened. We receive grants from Lions International when disaster hits our county such as the floods. At last check, through our partnership with Leader Dogs for the Blind, we have 2 active Leader Dogs right here in Dickson County.



The people that turned your names in for Membership into the Dickson Lions club thought that each one of you are special. They saw something in you that made them think you are the kind of person that would be willing to give a little of your time and resources to make this a better place to live without expecting anything in return. They thought you were the ones that might could get inspired by serving the blind, the deaf, the disabled, and the children who can't help themselves. And the fact that you showed up here today proves they were right.

I understand joining the Lions Club is not right for everyone. Only you can make that decision. But I believe if you want to help your community, this is a great place to start. I know that when I joined 21 years ago, it changed my life.

Whether it was visiting the TSB & watching a 5 year old little girl learn the tools she needs to live an independent life. Or visiting Leader Dogs for the Blind and watching the incredible bond between the visually impaired and their leader dog, allowing the blind freedom they would never be able to experience otherwise. Or providing glasses for a 3<sup>rd</sup> grader who told me she didn't know how much she was missing until she got glasses.

There are Applications on your table. Your sponsor will assist you in filling it out if you choose. Take a moment and think about how rewarding it is to make peoples lives better people. Maybe someone can read the Bible that couldn't before. Or now they can see their grandchildren's pictures. Maybe through early detection of an eye condition, you saved a child's vision. There are so many success stories and each one of them are personal to me because I am part of this great organization. I am Proud to be a lion and I know you will be too. Lion Tom Crow will be at the table by the door to take your application, help you with your dues and answer questions on membership options.

We really appreciate you coming and giving us the opportunity to share with you some of the great services provided by Lions Clubs and hope you will consider joining our club.

Form Letter Thanking Attendees that Did Not Join

Dear,

On behalf of the members of the Dickson Lions Club I would like to thank you for attending our recent open house. We enjoyed meeting you and we hope you enjoyed your visit with us.

We especially hope that you learned something about Lionism and the things we do. We stand ready to help you with sight problems that you may encounter in the future either for yourself or others that you may contact. We have the resources of Lions International and all its ancillary activities available to help those who need it and cannot afford to help themselves.

We are disappointed that you are unable to join our club and participate in its activities. However, we realize that not everyone has the time or inclination for this sort of activity. If, in the future, your situation changes and you decide you would like to participate in Lionism, please contact any member of our club, or attend one of our meetings that are scheduled on the 1<sup>st</sup> and 3<sup>rd</sup> Tuesday at 12:00 noon. You were selected because of your standing in the community, therefore the invitation is always open.

Very truly yours,