

# Banner Passes to Fordham Club



(l-r) President of Fordham Club Gregory Pappas, Sister Anne-Maire Kirmse (Fordham Kiwanis) receives banner as she is installed as LT. Governor on her birthday. Handing over the reins is Immediate Past LT. Governor Don Ciota and Past President Kevin Schaefer, both of the Mt. Vernon Kiwanis Club.

## Mancuso

Continued from Page 10

- Appoint a Club Membership Retention Chair, whose task is to organize a group of members to contact others who have missed several consecutive meetings to see how they are doing, encourage them to attend, and if necessary, arrange a ride for them.
- Publish a club newsletter on a regular basis. There are many good reasons to do so, not the least of which is that a newsletter makes it possible for members who have missed several meetings to keep informed about the club's activities and upcoming events, making them more comfortable about returning.
- Here's a thought! Provide each member with a Happy Birthday card that they can redeem for a free meal at a regular club meeting. This is intended as a device to encourage the return of members you have not seen in some time, and make them feel good about their club in the process.
- At various times during the year, schedule special events specifically designed to bring back members who have been slipping away: Charter Night; Past Presidents Night; Homecoming Day; and my personal favorite, Turn Back the Clock Night. As it was run during my club presidency, the calendar was set back ten years that night. The meeting was chaired by our president of that year, while I spent the night in my old pledge apron in the back of the room. It was attended by many members who had long been absent, and we all had a great time and a lot of laughs. Most importantly, some of our "no shows" became active in our club again afterwards.

### What can you do to "close the back door" to your club?

If you have not already done so, your club should now send a conspicuously marked "final" written notice to members who have not yet paid their 2003-2004 dues. At your January board meeting or next membership meeting, you should read aloud the list of delinquent members, making sure in advance that the list is current, so as to avoid unnecessarily embarrassing anyone. Members should then be asked to make personal contact with the delinquent members to collect their dues or clearly ascertain that they wish to resign. The best way to do this will usually be to have that member's sponsor contact him or her.

From then until your February Board meeting, the designated contact person should make superhuman efforts to collect that member's dues. In the process, the contact member should also inquire as to whether the delinquent member is having any problems with the club and see whether there is anything that should be brought to the attention of the club to better address that member's needs. Every delinquent member must be contacted personally and there must be follow up until either the dues

are paid or the member has unequivocally stated that he or she does not wish to remain in the club.

Do not assume that a member wants to drop out merely because their dues are long past due. Sometimes they forget to pay. Sometimes they believe that they have already paid. Sometimes they are right to believe it: The club has lost track of their payment! Sometimes they just want some personal attention from the club. Whatever the reason, it is very likely that most of the people who are personally contacted will pay their dues.

Once you have made every conceivable effort to collect these dues and bring these members back into the fold, you must decide whom to drop at your February board meeting. These members should each be sent a letter, on 30 days notice, advising them that their membership will be terminated for nonpayment of dues as of March 31 if they have not paid by then. If they still fail to pay, you should drop them on your 2nd half semi-annual dues statement, but no earlier than that.

From that point on, there should be no further drops, as everyone remaining on your roster will be paid in full for the balance of this year. The last six months of your year should then be devoted to the membership drives and other events (our Membership Team will be happy to provide you with ideas) necessary to finish your year with a net growth in membership, sufficient to meet your club's manpower needs and satisfy your Distinguished Club criteria. Those criteria call for not less than a 3% net increase in members, or a 30% new member add. For example, a club with 100 members (lucky club!) would achieve Distinguished status either by finishing the year with 103 members (3% net increase); or by inducting 30 new members (30% new member add), regardless of the net change at the end of the year.

See you at our Mid Year Conference!

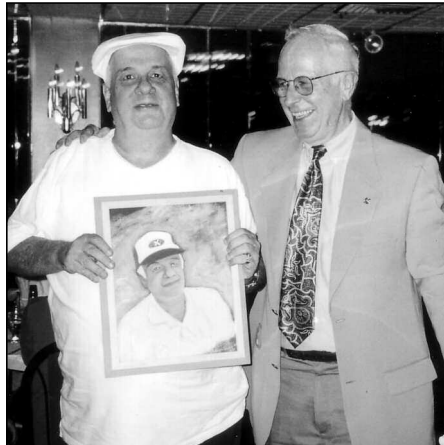
## Worden Awarded Scholarship



Past Governor Justin Underwood presented Gretchen Worden with a check from the New York District Kiwanis Foundation Scholarship Committee. Gretchen's father is immediate Past President and presently Secretary of the Kiwanis Club of York-Leicester. Gretchen is attending Keuka College majoring in Psychology.



Front: District Chair Nydia Corace and IPP KPTC Joseph Corace join DPLG Dr. Rosemary DeJulio and PG Tom DeJulio in the Bronx for the Banner Passing.



A portrait of DPLG Joe Wuest painted by Mal Miller (Hartsdale) was presented to Joe by Hartsdale Pres Jack Glazier as a gift for Wuest's support of a fundraiser.

## Underwood Presents Hixson to DeStefano



Past Governor Justin Underwood presented a Hixson Fellowship Award to West End Kiwanian Bob DiStefano for all his efforts on behalf of the West End Kiwanis Club and our children. DiStefano is a club charter member. Pictured above: West End President Sal Mazzaro, IPG Justin Underwood and new Hixson Fellow Bob DiStefano.

## Penfield Perinton Awards Kaiser #44



Since the Kaiser program began in 1986, the Kiwanis club of Penfield-Perinton has purchased forty-four (44) Kaiser awards. The award is named after Past International President Anton J "Tony" Kaiser from the New York District. Past Governor Bob Calabrese and the Penfield members are very proud of its contributions to Kamp Kiwanis and the foundation over the years.

Pictured l-r above: 2002-2003 President Ernie Noble, award recipient Kiwanian Nick Marrone and Past Governor Bob Calabrese.



## Risk Management

Steve Bernheim

### Directors & Officers Liability

What if you are personally sued because your club gave a scholarship to one student and not another? Or your club is sued because the state decides your club has violated your charter or bylaws. Perhaps every member of the club is sued because of a sexual harassment claim. Can't happen? Think again!

You as a member of the club can be personally sued for actions or decisions made by the club. And no, your homeowner's policy does not protect you from this.

The largest claim against the Kiwanis Directors & Officers Insurance policy was caused by a violation of club bylaws. The Kiwanis D & O insurance policy paid the fine.

Harassment claims are not covered by the Kiwanis International Liability policy but are covered by the D & O policy.

All of us are open to claims and lawsuits simply because we are members of a group. Any day-to-day decision by anyone in a Kiwanis Club can trigger a claim. The way to protect your club and yourself is to have your club obtain a Directors and Officers Liability Policy.

Kiwanis International offers a policy that costs \$600 for a \$ 1,000,000 limit. The policy runs from November 1st to October 31 each year. Your Club Secretary has the brochure, or call Hylant Group at 800-442-7475 and ask for the Kiwanis desk.

For more information contact pacbell.net

## Pfeifer

Continued from Page 10

views with members who leave your club. Developing strategies for improving club life based on in-depth research. Hope and determination, practical efforts to find out what works in your club and a commitment to convert ideas into action.

### Membership Growth Workshop Success

The first success story that we would like to share comes from the Kiwanis club of PennYan in the Finger Lake division. They followed all of the steps that they learned in the Workshop on Rebuilding Membership and held a very successful "Re-Member" Night in their club. They invited several guests to attend. They also invited members back that left the club for various reasons. The night of their event, they had a display of club photos and activities to share with their guests. Several members spoke about their community service projects and their fundraising activities. The Past Lieutenant Governors from this club gave a bit of Kiwanis history. This very enthusiastic club of 20 members had 14 guests in attendance that evening, 5 of their guests became members and they have a plan to follow-up with 3 other guests. CONGRATULATIONS TO THE KIWANIS CLUB