

The  
Formula

David  
Morse



When Kiwanians are asked to solve a problem they step up to the plate and more often than not, hit a home run.

As of this writing the New York District has brought in 262 new members. However the district is only a plus 106 in membership, that's a problem.

The Formula is an opportunity for Kiwanians to shape the future of their clubs and the service that impacts their communities. By shaping the future we mean new members and new clubs so Kiwanis can sustain all of the needs in our communi-

ties. I believe thus far we have been doing a great job at bringing in new members this year; we need to keep that pace going based on the above shared numbers. We need to open new clubs in new communities; we have yet to do that this year.

We are asking all Kiwanians for help with membership, it is our number one issue within Kiwanis. Step up to the plate and ask your friends, neighbors, business associates, politicians and community leaders. ONE new member from each of us will be the home run we need.

I would like to announce that the NYD Kiwanian who sponsors the most new members from Dec. 1, 2016, through July 31, 2017, will win registration, meals and a room for the district convention in Lake Placid this summer.

At the Mid-Year Conference in February there will be several opportunities to be educated on membership. Kiwanis International President-Elect Jim Rochford will be

in attendance with several rising stars in the Kiwanis membership world and will have an extended forum on membership recruitment and club opening. Training will be available for new club openers and club counselors. If your club feels it is in need of assistance, please feel free to contact the club counselor, lieutenant governor or the Formula district chair.

Immediately following Mid-year International President-Elect Jim and his team will be hitting the streets for three days with the intent of opening some new clubs here in the New York district, locations to be announced.

Lastly I would like to welcome Tricia Hook as our membership chair and thank her for all of the wonderful work she has been doing in sending out certificates and "thank yous" to each of our new members and sponsors this year.

I hope to see each of you in February at Mid-Year.

Club Opening

DPG Joe  
Eppolito



We are through 1st quarter of the 2016-17 administrative year under Gov. Stephen Sirgiovanni and Gio's Big Dogs. We all have learned in life that it is better is give than to receive. With that in mind, let's all work on the Gift of Membership for 2017.

What do I mean? Governor Steve has asked EVERY Kiwanian to recruit at least one member to our great New York District. If we REALLY believe that we are the BEST service organization in the world, then inviting some one to join Kiwanis is

the best "gift" we could give to a friend, relative, partner, spouse, sibling, adult child, business associate, neighbor or a referral of a prospect given to us.

The gift of membership opens the door to community service, fellowship, bonding, enduring friendships and the ability to fulfill the Kiwanis motto: "Kids Need Kiwanis".

There are many ways to give the gift. Invite some one to a club service project or fundraiser, a club meeting, a Division Council Meeting, a Service Leadership event, a cup of coffee, a walk in the park ... it is limitless!

Why is membership a gift? It is a gift to satisfy the human inner need of helping people and children who are less fortunate than oneself, the satisfaction of knowing that with many hands, much more can be accomplished to change lives than through just individual efforts, and that there is safety and satisfaction in

numbers to make progress to improve lives that we can touch locally, regionally and internationally.

The financial investment of a new member fee of \$65 is a drop in the bucket to what this individual can do to add to the collective effort to make the world a better place to live. Make an investment and give the gift of membership by asking some one to join Kiwanis. Their financial commitment gives them some skin in the game as well. Also, so many Service Leadership young adults are available to join for free now and only have a financial obligation of \$25 for the next TWO administrative years. A club could bear that investment for those two years!

The FORMULA for success is to ASK, don't take rejection personally and make it a fun experience for those prospects that you are targeting to give them this valuable gift of membership.

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## 2016-17 Events

- Feb. 10-12, 2017:**  
Mid-Year Conference, Villa Roma, Callicoon
- March 17-19, 2017:**  
Circle K District Convention, Radisson, Albany
- March 30-April 2, 2017:**  
District Key Club Leadership Training Conference, Albany
- May 18-20, 2017:**  
Kamp Kiwanis Week/Open House, Taberg
- May 18-20, 2017:**  
2017-18 Lt. Gov. Training (tentative)
- July 13-16, 2017:**  
Kiwanis International Convention, Paris
- Aug. 24-27, 2017:**  
District Convention, Lake Placid