



### Tag Team

Ann Sewert

Each Kiwanis club should strive to recruit 5, 6, or more new members each year.

The secret for bringing in new members – “Go Back To The Basics.”

**Intrigue** – Talk about Kiwanis often - Raise curiosity about what Kiwanis does in the community - Publicize Club Activities.

**Invite** – Prospective new members to a meeting or service project.

**Inform** – New members must receive an Orientation to fully understand what Kiwanis is all about - our history, information about our clubs, and our commitment to serving the children. Kiwanis education is an ongoing process. We can't expect our new members to learn in 5 meetings, what some of us have taken 5, 10, 15 or more years to learn.

**Induct** – New members should be inducted into your club as soon as possible after approval from you board of directors. Keep in mind, this should be a special event. This new member will tell others about his/her “Induction” into Kiwanis. Make this a “WOW” experience.

**Involve** – Get new members involved in a service project that is of interest to them, as soon as possible.

**Keep your “I” on the prospective new members.**

I've attended many business/practice building seminars looking for the “Secret” to building a business. The message is always the same “GO BACK TO THE BASICS.” What worked when you were building your business in the beginning, still works today. The same principles apply for building our Kiwanis clubs, Intrigue, Invite, Inform, Induct and Involve. They have worked for 90 years, bringing in over 300,000 members. They will work in the future as we strive to build our Kiwanis membership to 1 Million Members.

There are prospective new members everywhere. They're just waiting to be asked.

### Retention

To energize your club and retain your current members, your club must be active in the community doing service projects. Get all of your members to take an active part. If your project requires 3 or 4 members, ask 6 members to participate. The easier the task and the less time required, the happier your members will be. Kiwanians are much happier doing community service projects than they are sitting in meetings. Call your inactive members and ask them to participate. Keep it simple and make it FUN.

Use our new Public Relations materials to make your club visible, in the community. Get the community involved in your service projects and fundraisers.

## Membership Growth T.A.G. Team Together Achieving Growth

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**T.A.G. Team and Membership Growth**  
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### T.A.G. Team

Adirondack/ St. Lawrence Divisions  
Lucien Plante - 315-328-5215  
Bronx-Westchester South/Queens East Divisions  
William Risbrook - (H) 718-297-6218  
Brooklyn/Metropolitan Divisions  
Eric Shivnarain - (B) 718-868-0229

### T.A.G. Team

Capital Division  
Jean Andrick - (H) 518-686-4188  
Central/Ontario Divisions  
Joseph Eppolito - (H) 315-652-5940  
Hudson River/Hudson River West/Hudson Tri-County/Susquehanna Divisions  
Raymond Scully - (H) 914-481-4360  
Long Island North Division  
Peter Mancuso - (P) 516-891-7624  
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Janice Seyfried - (H) 516-826-6344  
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Gregory Abbate - (H) 516-867-6970  
Mohawk/VanRensselaer Divisions  
David Booker - (H) 518-674-0461  
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Edward McGowan - (B) 718-651-7360  
Southwestern Division  
Marie Lewis - (C) 716-640-4018

## Five Towns Installs New Officers



*The Five Towns Kiwanis Club recently installed their new officers for 2005-2006. The event was held at Goldies Restaurant in Gibson, New York. Long Island Southwest Lt. Governor Jim Reed installed the new officers. Councilman Anthony Santino from the Hempstead Town was also on hand to congratulate the new officers. Left to right: Vice President Anthony Campanile, Long Island Southwest Lt. Governor Jim Reed, Councilman Anthony Santino, President David Vines, and Treasurer Marty Schwartz.*

## Syosset/Woodbury Holds Successful Bowl-a-Thon and Raises \$500 for KPTC



*Ken Robinson Esq., President of the Syosset/Woodbury Kiwanis Club hands a check for \$500 to DPLG Jerry Rudnick, President, Kiwanis Pediatric Trauma Center at North Shore. The monies were raised by the Syosset/Woodbury Kiwanis Club at their first annual Bowl-a-thon for the KPTC.*

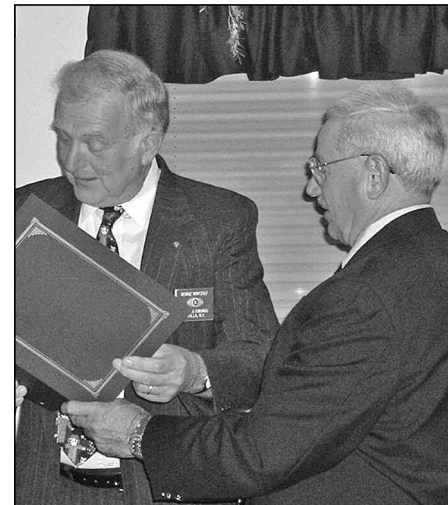


### New Club Building TAG Team

Mike Malark

In the New York District, there is at least one community in each of the 28 divisions that does not have a Kiwanis Club, that should have one. Building new clubs is the only way that Kiwanis can help those communities help the children. Kiwanians can help make the community a safer place for the children to live. We can build our sponsored youth programs in the schools which will teach the children community service and leadership skills. We can build an Aktion club in the new community for disabled individuals. We can fill the communities food pantries, build play grounds, serve meals to senior citizens, provide Christmas for needy families, or sponsor youth sports, BUT FIRST we must build the club.

## Martzolf Chosen Kiwanian of the Year



*(l-r) George Martzolf and Niagara Frontier East Lt. Gov. Angelo Polisano.*

The Kiwanis Club of MARILLA, Niagara Frontier East Division – was honored recently to have long time Kiwanian George Martzolf chosen as the Kiwanis Club of Marilla's Kiwanian of the Year. The award was given to him by NFE Lt. Gov. Angelo Polisano from Elma. George was chosen for this award because of his many hours spent in the betterment of the club, which in turn helps them to serve the community. George had a very successful Presidency within the past few years, during which he brought the “Comfort Doll” Project to the club. He also along with David Wyzykowski, took the helm of the Mother's Day Rose Sale; he refurbished the “President's” Plaque, and helped with many other maintenance projects of the club's equipment.

George was the liaison for the “Welcome” sign rebuilding with the Boy Scouts, and he took the time and patience to untangled the many strings of lights for the Christmas Trees! He said, “I did this alone away from women, children, and those with good hearing.” The club is very appreciative of all of their hard working members, and this year especially for George Martzolf.