



### KI Board Counselor

Paul Palazzolo

### NEW MEMBER ORIENTATION IS THE KEY TO CLUB GROWTH

The holidays with their hustle and bustle (usually accompanied with an elevated level of Kiwanis service) are now in the memory books. With the start of a new calendar year, this is a great time to invite new members and to MAKE SURE THEY RECEIVE A TOP-QUALITY ORIENTATION. Many will agree that a good new member orientation is the secret to membership retention.

Thank you if your club already conducts a regular orientation for each and every new member that joins your club. Please use the points in this article to evaluate if your club's orientation program is the best that it can be. If your club does not provide an orientation for each new member, please let this year be the one to start (or to re-start in some cases) this very valuable tool for keeping new members in your club.

Here's some helpful hints on new member orientation:

60 Minutes (and I don't mean Andy Rooney) – One hour is the maximum amount of time for a new member orientation – even if a meal is involved. Exceed an hour and you'll risk losing the new member's interest or sense of value for their time.

Message in a Bottle – Kiwanis International offers a great "outline" of suggested new member orientation formats and topics. However, the most important part of the orientation is incorporating information about YOUR CLUB'S service, fun and fellow members.

A Few Words from our Sponsor – It's a great idea to have the new member's sponsor on hand for the orientation.

It's All in the Presentation – The person conducting the orientation should be someone who is enthusiastic about Kiwanis and can keep the 60 minutes focused on the task at hand. A new member orientation is not a time to talk about personal Kiwanis glory days.

Location, Location, Location – For a slight change of pace, think about having the new member orientation in a location other than the club meeting place. Try not to squeeze in an orientation just before or after a club meeting. There could be too many well-intended distractions.

Food for Thought – A meal during the orientation is great but not necessary if your club is crunched for funds, scheduling or time.

Doggy Bag – When the orientation is over, the new member should have some items to take home (i.e. copies of a recent KIWANIS magazine, district bulletin and club newsletter; a current club roster; club bylaws, Objects of Kiwanis, calendar of events, etc.).

Kiwanis International exists to help clubs in all aspects - including membership. Please don't hesitate to contact me at my home in Springfield, Illinois or the staff at the International Office in Indiana to assist your new member orientation efforts!!

# Ben Bay Honors Honovic at 3rd Annual Allegretti Dinner

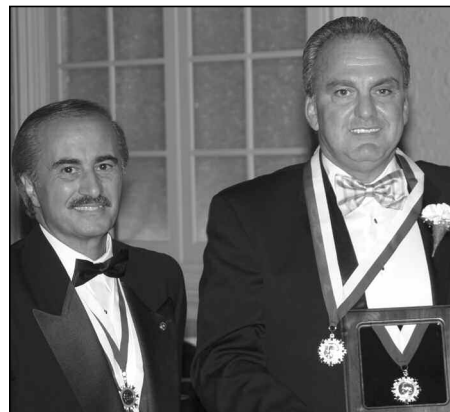
The Kiwanis Club of **BENSONHURST & BAY RIDGE**, Brooklyn Division – honored outgoing President Silvio Honovic at the 3rd Annual Victor V. Allegretti Dinner Dance held at El Caribe in Brooklyn. Honovic was cited for his all his efforts on behalf of the club and children they serve. Current President and evenings General Chairman Anthony Dolce conducted the event with style – and in keeping with club tradition was proud to donate over \$60,000 to thirty of the clubs charities.

To add some extra excitement to the night, Bensonhurst & Bay Ridge presented

six Kaiser Fellowship Awards to deserving members. They included: Jerry Bertuna, Louis Fiacco, Silvio Honovic, Arthur Maresca, Jerry Marinelli and Carl E. Tavalacci. They also presented a Hixson Fellowship Awards to PP Ty Yorio.



**Outgoing President Silvio Honovic receives his Past President Plaque from his Governor David Rothman.**



**PP Frank Nacarrato presents PP Ty Yorio with a Hixson Fellowship on behalf of Bensonhurst & Bay Ridge Kiwanis.**



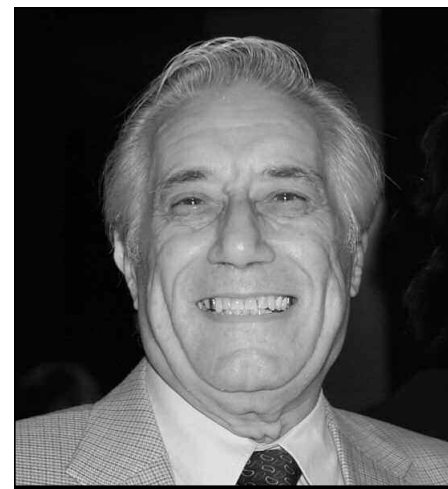
**President Anthony Dolce**



**New Kaiser Fellow Jerry Marinelli**



**PP Jerry Bertuna, PP Silvio Honovic and PP Carl Tavalacci all become Kaiser Fellows.**



### Veterans

Al Federico

We are looking for Vets.

No not the dog doctor.

If you served in the U.S. Armed Forces and have a story you would like to share with us, that's the Vet we're looking for.

This column is being dedicated to you-our heroes, our saviors, our keepers of freedom. It can be something funny, sad, heart warming or what ever. It has to be 150 words or less.

You must include your name, branch of service, appropriate time and place of occurrence.

At your request we can eliminate your name from print, but it must be sent to us to be considered for entry. Of course, you must also include your address, phone and fax numbers and e-mail address.

We will read them and pick the ones we feel are the most worthy of publication.

Send to Al Federico, 480 Bay Street Staten Island, NY 10304, Fax # 718-727-8314 or e-mail Al@coastalplumbingsupply.com

Get your stories in early. You don't want to miss the deadline.

Example:

Annual inspection at our military school was a grueling affair. After my roommate Bill and I scrubbed, polished and straightened everything in sight, we stood at attention as the inspector general entered our room. He looked for dust over the window frame and inspected our lockers. As he turned to leave, he placed his hand on a laundry bag tied to the end of our bunk beds. There was a crackling sound. "What is in that laundry bag?" he demanded.

"Love letters, sir," answered Bill.

"What are love letters doing in your laundry bag?" the officer barked.

Bill's response was loud and clear. "They're dirty, sir!"



**Above: PP Arthur Maresca receives a Kaiser Fellowship Award.**

**Left: Past Governors David Rothman, Glenn Hollins, Peter Mancuso and John Gridley extend their congratulations to the club and the evenings honorees.**