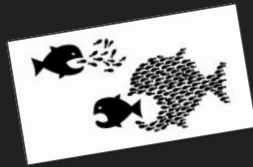


Membership Engagement

or "How to Banish the Membership Vampire"

We're in this together...

- Where are we going?
- How do we get everyone going in the same direction?
- How will we get there?



Talk, talk, talk...but DON'T phone it in!

- The "new" kid in town
- Making friends
- 3 goals of One-on-One's
 - To develop a relationship
 - To discover a person's "passion"
 - To ask them to use their ideas, special skill set, or talent for the benefit of all



There must be a purpose...

- Everyone wants something
- Common ground



Leader or first follower?

- Which is most important?

