

Sponsorship is an important responsibility.

Lions Clubs International is a strong organization with a proud history of accomplishment. At the core of this success are dedicated club members who devote their time and attention to serving their communities. But to continue to maintain the organization's record of achievement we must attract new club members that will carry Lions commitment to serve into the next century. Searching out individual willing to continue Lions traditions of service and sponsoring them as club members is an important responsibility all Lions share. Sponsoring a new member is more than just a one step process. Sponsorship requires Lions to play several roles: Recruiter, Host and Mentor.

RECRUITER

New members are the lifeblood of a club. By involving them in your club, you bring in new talent, new ideas and new enthusiasm.

Search out enthusiastic, energetic people who want to make a difference in their communities.

Share your enthusiasm and knowledge about the Lions organization. Tell them what Lions are doing at the local and nation level.

Show them: The LION magazine articles.
 Newspaper coverage of Lions activities
 Projects built/created by Lions or Lions-raised funds

Inquire what activities interest them and highlight Lions efforts in those areas or explain that your club might be interested in pursuing new activities in that area.

Offer to answer any questions about your club or club activities or policies

Invite them to an event your club is sponsoring. Make sure you meet them at the entrance, make them feel welcome and introduce them to other Lions working the event.

Introduce them to the benefits of membership including meeting new people, networking, building new skills and, of course, the sense of satisfaction that comes from helping others. Receive credit toward a Membership Key Award each time you recruit a new member.

HOST

Making a prospective member feel welcome and wanted can make the difference in their decision to become a member. As a host you should:

- Invite them to a club meeting and offer to accompany them.

- Make them feel welcome at the meeting. Make sure you introduce them to other Lions, and that they are seated next to enthusiastic members.

- Ask your club officer, ahead of them, to make a special effort to welcome the prospective member.

- Try to get them involved in the meeting discussion. Suggest that they get involved in one of the club activities discussed at the meeting.

MENTOR

A sponsor's responsibilities do not end when a prospect is inducted as a member. Helping them grow in the organization means that they will stay a member. As a mentor you should:

- Continue to introduce them to Lions they have not met, helping them feel like part of the group.

- Offer to accompany them to meetings. Stay in touch.

- Make sure that they are allowed to express their thoughts and ideas.

- Serve as a source of inspiration and advice.

- Encourage them to be active and to live up to the Lions motto: **We Serve!**