



New Member Material
At a Glance

Share Pilot

Recruit new members to your club with a traditional Share Pilot or other membership event. All it takes is a desire to grow... food...fun... and the inimitable Pilot hand of friendship! At your event, include opportunities for prospective members/guests to ask questions and mingle with club members. They will find your Pilot warmth and enthusiasm irresistible!

Find new members for your club among...

- Friends
- Neighbors
- Relatives
- Co-workers and colleagues
- Those who serve on boards with you
- Members of your church or synagogue
- Members of other groups or clubs you may belong to
- New residents in your community
- Members of the media
- People who have been profiled in your local press
- City officials
- Former Anchors
- Former scholarship recipients
- People with whom you do business
- People you encounter frequently in everyday life

New member meeting format

The sky's the limit for planning a special meeting or event to invite new member prospects as guests. Be creative!

- Themed events
- Holiday events
- Wine & cheese parties
- Pool parties
- Saturday brunches
- Covered dish suppers
- Coffee & dessert parties
- After-work gatherings
- Standard meeting, with a revised agenda

Ensuring a good turn-out

- Members submit prospects' names and contact info (giving each member a specific # of member prospects to submit is a good idea)
- Send R.S.V.P. invitations (via snail mail or email invitations known as e-vites)
- Members follow up with each person they have invited
- Encourage invited guests to bring others
- Offer guests transportation to the event

Before the meeting or event

- Brief members on which guests will be attending
- Ask each member to attempt to speak to each guest at the event
- Display copies of THE PILOT LOG and other Pilot material, including fee sheets
- Display your scrapbooks, letters of commendation, certificates, or similar

At the Share Pilot meeting or event

1. Congregate and interact casually with the guests before the main event
2. Dine or conduct whatever activity was planned
3. Club President conducts a friendly, 30-minutes-or-less welcome to guests and presents a brief overview of Pilot -- just the highlights, please!
4. One or two members briefly relate their own Pilot membership experiences
5. Q & A session (no longer than 10 minutes tops)
6. IMPORTANT: Ask guests to join on the spot. (some will; some will not)

Post meeting or event

- Be sure the guest who did not join on the spot is asked again later by the member who invited them
- Invite them to the next Share Pilot

New Member Orientation

Now that your new member has joined your club, it's important to make her/him feel welcome and to impart more information about the Pilot experience. Keep in mind that your newest members are some of the best recruiters of other new members because they offer fresh Pilot enthusiasm that is infectious. To leverage this, make sure they are well informed about the organization and its many opportunities for friendship and growth.

Include this information:

Overview

- Pilot International is a civic/service organization that promotes friendship among members and service to others.
- The Pilot Mission: "To serve by furthering PI's humanitarian efforts through charitable, educational, and research programs in communities throughout the world."
- Pilot International was founded in 1921 in the U.S. South (Macon, GA), where Pilot Headquarters are still located.
- The organization was founded by women at a time when women in the USA were given the right to vote. Most Pilot members are indeed women, but men are always welcomed as Pilot members, too. (Note: spouses of female members are "Co-Pilots")
- The word "Pilot" in the organization's name was chosen in the 1920s for the intrepid riverboat pilots of that era; it does not refer to aviation in any way.
- The website address is www.pilotinternational.org and it is a great resource for Pilot Clubs and members.
- The organization publishes and distributes a quarterly magazine, The Pilot Log to its members.

Service Focus

- Pilot has a rich history of service accomplishment around the world, and today the organization's service focus is helping those who suffer from brain-related disorders.
- Although clubs sponsor many kinds of programs and projects under this service focus, one well-known success is Pilot's educational BrainMinders[®] program, teaching people of all ages about "protecting your brain for life."
- Pilot/Pilot International Foundation provides scholarships to students in the field of its service focus and awards grants to clubs for their charitable projects.
- Pilots and Pilot Clubs support PIF by contributing financially and by creating awareness through

participation in programs and projects related to Pilot's mission and service focus.

Organizational Structure and Annual Events

- There are approximately 10,000 Pilot members in more than 400 clubs.
- Pilot Clubs exist in five countries: The Bahamas; Canada; Japan; Singapore; and the United States.
- Clubs have divisions of activities for its members: Membership, Fundraising, Leadership, Projects, and Anchor (Pilot's student program).
- Pilot is comprised of Pilot Clubs divided into Pilot Districts ... all which are a part of Pilot International.
- Each District has a Governor, a Governor Elect, and one (or more) Lieutenant Governor(s).
- Each Fall, Pilot Districts sponsor a training event called Fall Council/Workshop or Leadership Workshop.
- Each District holds a District Convention, held in the spring.
- In July, Pilots worldwide convene for an International Conference held at a major international city. The Pilot International President presides at this stellar event. The international governing entity is the Executive Committee, led by the Pilot President.

Anchor Clubs

- Pilot's successful youth program includes approximately 8,500 members in elementary, middle and high schools. Most Anchors are high school students.
- After high school graduation, Anchors can opt to transition to Pilot Provisional membership until they complete their higher education. After that, they can join a club and fully participate as a Pilot Club member.
- Because today's Anchors will ensure that the organization continues its mission well into the future as Pilots, it is more important than ever before that Pilot Clubs and their members nurture and grow this program.

Be sure new members understand...

- Their strengths and unique talents will contribute much to your club's vitality.
- They can contribute more to the world through Pilot Club membership because strength exists in numbers.
- They will have more opportunities to network professionally and make new friends through Pilot.
- Their leadership training through Pilot is invaluable.
- Above all...they are valued as a member!

New Member Mentoring

Your new club member has been welcomed and now has basic information about your club and Pilot International. To ensure he/she becomes an integral part of your club and the organization as a whole, they will be assigned a Pilot Mentor from your club. This mentor may -- or may not -- be the sponsoring member. The chosen mentor should be a seasoned, experienced Pilot who is a good communicator since they will function as the primary educator and the “go-to” person for your club’s new member. In short, the assigned mentor will help the new member navigate the vast Pilot universe, taking the “True Course Ever.”

A successful mentor should have:

- A desire to mentor
- Respect for others
- Pilot knowledge
- Warmth and a friendly personality
- Relationship-building acumen
- Trust-building skills
- Realistic thinking
- Clear, concise communication skills
- Time to devote to the new member

Basic Mentoring

Both basic and advanced mentoring take time! In today’s hectic world, too much information given at once is overwhelming and creates confusion. Mentoring is a one-on-one undertaking that builds on the basic orientation information already imparted and includes developing a deeper understanding about being a Pilot -- the vision and traditions of Pilot, the service focus particulars, more details about previous projects and programs your club has completed, the responsibility of being a Pilot member (what is expected of them as a Pilot), and more, as follows:

Club knowledge

- History of your club
- Organizational structure
- Service & fundraising activities
- Club leadership
- Club standing rules & procedures
- Roles of Co-Pilots; Anchors; Navigators at club level

District knowledge

- History of your club’s district
- District’s organizational structure & leadership
- District standing rules & procedures
- Programs and activities at the district level
- Communications channels from district level
- Fall Councils/Workshops
- District Conventions
- Professional development & training
- Roles of Co-Pilots; Anchors; Navigators at district level

Pilot International knowledge

- Additional history of PI
- Explanation of the logo and subsequent logos used
- Traditions
- PI organizational structure & leadership
- International Constitution and By-Laws
- Pilot Code of Ethics
- Operations at PI Headquarters
- Annual International Conference
- Professional developing & training
- BrainMinders™
- PIF and how it relates to PI
- Co-Pilots; Anchors; Navigators

Advanced Mentoring

Advanced mentoring is more intensive training that imparts a deeper, richer understanding of the organization as a whole. Over time, this training may eventually lead to the new member serving in leadership roles at the Pilot club, district, or international levels.