Purpose of this Guide

The purpose of this guide is to assist members in strengthening their clubs by providing a compilation of suggestions used by clubs.

Mission

Pilot International’s mission is to influence positive change in communities throughout the world. To do this, we come together in friendship and service focusing on encouraging brain safety and health—and supporting those who care for others.

RECRUITING MEMBERS

Ideas for recruiting new members:

Be visible
- Wear Pilot pin and shirts.
- Purchase a large check facsimile for presentations and use as photo opportunity.
- Display and distribute Pilot information while volunteering at community events.

Invite potential members
- Conduct a Share Pilot meeting.
- Invite guests to club meetings and events such as fundraisers, special programs, and holiday parties.

Market Pilot
- Be knowledgeable and talk positively about Pilot.
- Distribute club information at fundraisers.
- Encourage organizations the club supports to include Pilot in their newsletters.
- Utilize printed materials and social media including contact information to provide information about Pilot.
RETAINING MEMBERS

Strategies for retaining members:

Education
- Have an orientation including an explanation of Pilot’s mission, terminology, and review of club plans of work.
- Assign new members a mentor to explain club service projects, Pilot International’s structure, and answer questions.
- Encourage members to read club newsletters, district bulletins, Pilot International news releases, the Pilot Log, and other publications.
- Acquaint members with the PI website <pilotinternational.org>.

Communication and meetings
- Provide Pilot information regularly at meetings and in club newsletters.
- Encourage discussion concerning club business.
- Survey members regarding meetings, fundraisers, and service projects.
- Conduct meetings in a timely manner and have programs that interest the members.
- Contact members when they miss a meeting.
- Encourage members to

Involvement
- Assign new members to committees and involve them in projects immediately.
- Utilize the different talents of members in service projects and fundraisers.
- Avoid overwhelming members in fundraising and service projects.
- Do not expect all Pilots do everything.
RECLAIMING MEMBERS

Members Who Live in the Area:

Communication
  ❖ Send a letter acknowledging the member’s service to the club with an invitation to rejoin.
  ❖ Send birthday cards and holiday cards from the club.
  ❖ Assign club members to keep in contact with resigning members.
  ❖ Send club newsletter to former members.
  ❖ Invite former members to special meetings, fundraising events, and other activities.
  ❖ Notify PI and District Membership Coordinator and ask that a letter be sent to resigning members.

Assistance
  ❖ Assist resigning members, as needed, if resignation is beyond his/her control.
  ❖ Provide, Pick Me Up, if appropriate.

Evaluating the Club
  ❖ Ask members to complete an exit questionnaire. (Sample included in Resources Section)
  ❖ Evaluate club policies and procedures to eliminate causes for member resignations.

Resigning Members Who Have Moved From the Area:

Communication
  ❖ Send a letter acknowledging the member’s service to the club with an invitation to rejoin if he/she moves back to the area.
  ❖ Give the resigning member contact information for a club that may be located near his/her new location
  ❖ Notify club and district where the Pilot is relocating that a former Pilot is moving to the area.
Alternatives to Explore

- Encourage the resigning member to start a Pilot Club, if one does not exist in the area where he/she will be living.
- Provide information and encourage Pilot International membership.
# Resource Materials

<table>
<thead>
<tr>
<th>Resource Material</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Code of Ethics</td>
<td>7</td>
</tr>
<tr>
<td>Membership Information Form</td>
<td>8</td>
</tr>
<tr>
<td>Prospective Member Form</td>
<td>9</td>
</tr>
<tr>
<td>Notification of a Pilot moving to your area</td>
<td>10</td>
</tr>
<tr>
<td>Member Resignation Survey</td>
<td>11</td>
</tr>
</tbody>
</table>
Realizing that whatever a Pilot touches should be ennobled by that touch, we, as business leaders, are resolved to make our business standards high, to do our work in every place in which we are employed as if it were our life work, never omitting an opportunity of doing a kindness or making a friend; to put into our business dealings a note of sympathy for humanity; to follow truth; to do our best from dawn till night; and so to live in the discharge of our duty, so to take care of every responsibility that comes before us that we shall radiate that which is unselfish, beautiful and true; and when we shall have finished with our tasks we shall have given an upward impetus to human ideals and achievements.

With this resolution before us then, we believe it is our duty as Pilots:

To consider our work worthy and ourselves worthy of our work, exemplifying in it at all times the Pilot motto, "True Course Ever."

To work each day at that which is before us seriously, vigorously, calmly, cheerily; to improve ourselves in every possible way; to increase our efficiency; to enlarge our visions.

To be ambitious to succeed, but always to be ethical, desiring nothing that is not achieved by justice, honesty and fairness.

To live in the presence of the great eternal laws, which will keep us patient when the task is irksome and calm and unspoiled when we seem to succeed.

To acquire self-control and self-reliance; to be ready to give as well as take; to develop in ourselves an appreciation of the finer things of life; to be honest and generous; to help, not to hinder; to be slow of criticism and quick with praise.

To cherish our visions and our ideals; to cherish the music that stirs our hearts, the beauty that forms in our minds, knowing that on these things we can build our world, for visions and dreams are the seedlings of reality.

To be loyal to Pilot in thought, word and deed.

To see no evil, hear no evil, speak no evil, think no evil of a Pilot, but to be no more loyal to a Pilot in this respect than we are to every other person, for the genius of Pilot is in its kindness, and justice is the soul and substance of life.

---Pearl Sparks
Pilot Club of Florence, AL - 1926
MEMBERSHIP INFORMATION FORM

Welcome to Pilot International. You have joined a global service organization that has provided friendship and service to members in communities like yours since 1921.

(Please type or print)

Dues Paying:  Waived Dues:
Membership type
☐ Pilot
☐ Pilot Waived
☐ Pilot International
☐ Pilot International Waived
☐ Anchor
☐ Honorary/Emeritus
☐ Compass
☐ Pilot Student

Pilot Club of________________________ District________________________

Name ________________________________________________________________

First    Middle    Last    Suffix, Jr., Sr., etc.

Mailing address _________________________________________________________

City, State, Province/ Zip ____________________________ (If mailing address is a PO Box, list street, city, state & zip for UPS delivery.)

Contact/Cell Phone ( )________________________ E-mail Address __________________________

Date joining the club: _______ Sponsored by: ____________________________

Who invited you to join Pilot? __________________________ Club __________________________

Signature________________________ Date: __________________________

Club Secretary: Please make a copy for club file and submit this form along with a completed Notification of Change in Membership Information Form and appropriate funds to the District Treasurer and Pilot International Headquarters, 102 Preston Court, Macon, GA 31210. Send a copy of the Notification of Change form to the District Governor and District Secretary.

In order to create a more efficient membership database and record keeping system, the following categories should be used when determining membership types.

Dues Paying:

Pilot: Active club members.
Pilot International: Active members with no home club affiliation.

Waived Dues:
Pilot Waived: Fifty year members and deployed military members.
Pilot International Waived: Fifty year members with no home club and deployed military members.
Honorary/Emeritus: Members who have earned Emeritus status and Honorary Pilots.
Pilot Student: College students, former Anchors, scholarship recipients who wish to attend a Pilot Club. NOTE: Upon graduation, ALL Anchors attending college are encouraged to apply to become a Pilot student.

<table>
<thead>
<tr>
<th></th>
<th>July-September</th>
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</tr>
</thead>
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<tr>
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<tr>
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Revised 8/2019
PROSPECTIVE MEMBER FORM

NAME: ________________________________________________________________

Address: ______________________________________________________________

City: __________________________ State: __________ Zip code: __________

Telephone numbers: ___________________ __________________________
                    (Cell)                                               (Residence)

Name of Firm: _________________________________________________________

Business address: _____________________________________________________

City: __________________________ State: __________ Zip code: __________

Position or Profession: ________________________________________________

Other Information: ____________________________________________________

____________________________________________________________________
____________________________________________________________________

Recommended by: _____________________________________________________
                    (Member)

Note: This form is to be used internally by the clubs. Does not need to be submitted to HQ.
Pilot International
102 Preston Court
Macon, GA 31210

Revised 10/2017
NOTIFICATION OF A PILOT MOVING TO YOUR LOCALITY

To the President of the Pilot Club of ______________________________:

This is to inform you that Pilot member ____________________________ will be moving to __________________________ and will be associated with the Pilot Club of __________ effective ______________.

Club offices held:

_________________________________________________________________

_________________________________________________________________

District offices held:

_________________________________________________________________

_________________________________________________________________

PI offices held:

_________________________________________________________________

_________________________________________________________________

This Pilot has been a member of the Pilot Club of ____________________ for ________ years. 

*International, District and Club dues are current.*

____________________________
President’s signature

Pilot International, Inc.
102 Preston Court
Macon, GA  31210

Revised 10/2017 |
Member Resignation Survey

NAME: ________________________________

We thank you for giving your time and expertise to Pilot. We appreciate your help by completing this form.

What is the reason for your resigning?

Would you rejoin our club? If not, why not?

Please share any suggestions that could help improve the club membership experience.

What was the best part of your Pilot experience?

May we add you to our Pilot email/mail list?

Please email/mail this completed survey to:

Thank you for your assistance.