

Some Guest Invitation Ideas

Ask at the Opportune Time: for example...the first 10 minutes after a performance.

- Folks who attend performances are already interested.
- An invitation by a performer is a high light moment.

Ask the Right Question: "SO where do you do your singing?"

- This question cannot be answered with a quick "No"!
- Helps the person to realize he/she does sing and likes to sing.

Ask for permission to contact him/her within a Week:

- Get phone# and/or email address.
- Don't oversell or press the point.
- Keep it short and sweet.
- **Do** convey intentionality.
- **Do** contact them!

Follow up with a Rehearsal Visitor

- Contact them within the week of their visit!
- Thank them for their attendance & invite them back again.
- Ask what questions they have about barbershop harmony and/or the Chorus,
- They need to know that the Chorus wants them to continue!

Some Things to Consider....

- SET A PERSONAL GOAL: "Today, I will mention barbershop harmony to five people. No matter what it takes.
- PERSONAL RECRUITING: Find new ways to talk to everyone, every day about your barbershop hobby! Even the best products have to be sold. In order to obtain new members, we have to go out and get them.
- DIAL A WRONG NUMBER? "Oops, I'm sorry, I was calling my friend about our barbershop chorus. Say, do you know anyone who likes to sing? Have you heard of the Barbershop Harmony Society and my _____ Chorus?"
- WEAR YOUR BHS LAPEL PIN: Or Society Patches, or your Chorus Cap or.... Someone will notice, and you have the perfect ice-breaker....
- CALL YOUR RELATIVE: Ask him/her if s/he likes to sing,...At the end of the conversation, ask if s/he might know of others who might also be interested. Always have a conversation lead to another potential conversation.
- ASK SOMEONE AT CHURCH: If there is a someone you are sitting next to who has a good voice, tell him/her so. Ask him/her to come to a rehearsal.
- LEAVE MESSAGES AT RESTAURANTS: Leave a membership brochure, business card with every tip. If you go there often, ask if you can leave membership brochures by the door. Another reason is to let the owner know you are a barbershopper that frequents his business and it will be easier to get his advertising business for your Annual Show.
- BULLETIN BOARDS: Pin up your membership brochures and Show Posters on the bulletin board where you work, eat out, and where you buy your groceries.