

...HOW YOU FIND "EM...

PERSONAL RECRUITING: Find new ways to talk to everyone, every day about Barbershopping....!!!! Even the best products have to be sold. In order to obtain new members, we have to go out and get them.

SET A PERSONAL GOAL: "Today, I will mention barbershop harmony to five people. No matter what it takes."

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 Society for the Preservation and ?"

WEAR YOUR SPEBSQSA LAPEL PIN: Or Society Patches, someone will notice them, and you have the perfect ice-breaker about what it is and the Society itself?

CALL YOUR RELATIVE: Ask him if he likes to sing,...At the end of the conversation, ask if he might know of others who might also be interested. Always have a conversation lead to another potential conversation.

ASK THE GUY AT CHURCH: If there is a guy that you are sitting next to that has a good voice, tell him so. Ask him to come sing with our chapter.

LEAVE THE MESSAGE AT RESTAURANTS: Leave a membership brochure or 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 our Annual Show.

BULLETIN BOARDS: Pin up our membership brochure on the bulletin board where you work, eat out, and where you buy your groceries.