



The Power of AND

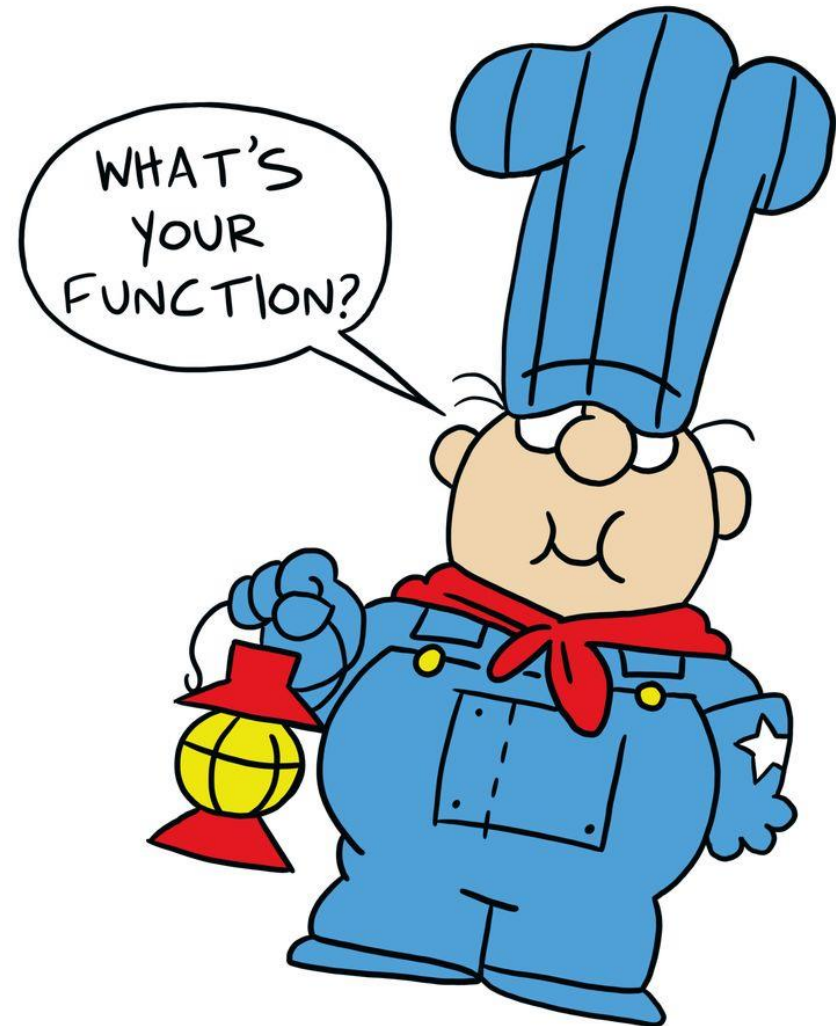
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A conjunction

- But
- However
- If only
- Yet
- Although



The power of AND



Kiwanis example

“We need to open new Kiwanis clubs, but we must focus on adding new members to existing clubs.”

Why can't we do both?



Strengthen existing clubs AND open new clubs

- Releases fear.
- Develops transferable skills.
- Creates a greater legacy.

Kiwanis example

“I’m interested in a leadership role. I don’t want to pursue one in my club because the same person has been in the role for 10+ years, and I’m afraid I will offend them.”



Releases fear

- I can't sell.
- What if they say no.
- I'll get around to it.



Kiwanis example

“I would never ask someone to join Kiwanis because they might not be interested, and I would be embarrassed if they said no.”



Transferrable skills

- ✓ Making appointments.
- ✓ Talking about Kiwanis.
- ✓ Problem solving.
- ✓ Adaptability.
- ✓ Closing the sale.



Kiwanis example

“I don't know if I am making a difference, so why should I keep volunteering?”



Greater legacy

- More kids mentored.
- More books read.
- Stronger leaders.
- Safer children.





- ✓ Meet new people.
- ✓ Learn surprising things.
- ✓ Be energized.
- ✓ Become a part of something larger.

AND the power of ...

- ✓ An enduring legacy
AND
- ✓ More communities helped
AND
- ✓ More kids in your community helped
AND
- ✓ More friends
AND
- ✓ Greater movement forward



Next steps



- ✓ Volunteer to help with a new club.
- ✓ Invite a friend to your club service project.
- ✓ Find an accountability partner to help you make it happen.

Discussion



What AND moments do you need to focus on with your club members?



What difference can be made in your club events and activities by using AND?



What is the next thing you need to say yes, AND to?

Thank you!



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