|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Timings** | **Focus** | **Session Lead** | **Equipment / Teaching Aids** | **Notes** |
| **12midday** | Introduction & Setting the Scene | Rita Beaumont |  |  |
| **12.05pm** | **Group Work Session 1**  **Where are we Now?**  **Identify present club approach to Recruitment of new members ~ who is responsible?**   * ?Membership Officer * ?Membership Committee * ?Part of Club Planning Strategy * ?Do all of members buy in to plan * ? Does your club set recruitment targets for the year | Facilitators from Regional Executive | Post It’s  Flip Charts & Pens | Mixed Groups of 5/6 members |
| **12.15pm** | Feedback from Groups 1 to 6 |  |  | 2 key Issues from discussion |
| **12.20pm** | **Club Web Sites & Use of Social Media**  Range of tools available for clubs to use | Jane Slatter |  |  |
| **12.35pm** | **Group Work Session 2**  **Retention of Members**   * Why do members join * What influences members to stay? * What factors make them leave? | Facilitators from Regional Executive | Post It’s  Flip Charts & Pens | Mixed Groups of 5/6 members  Ask all group members to write on a post it ~ Why did I become a Soroptimist and why do I continue to be a member |
| **12.45pm** | Feedback Groups 7 to 13 |  |  | 2 key Issues from discussion |
| **12.50pm** | **Summing Up**  Key Messages:   * Recruitment & Retention is the Business of All Members * Every Member must Buy into Plans | Rita Beaumont & Helen Byrne |  | Hand Out  Club Membership Ladder |