



## THE UNITED STATES JUNIOR CHAMBER® RECRUITING IDEAS, CONTESTS AND INCENTIVES

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- Team competition between members such as new members vs. old members, men vs. women, etc. The winner is determined by the most members recruited within the given time period. Losers of the competition must wear unusual costumes to a chapter meeting, take a pie in the face, provide the winners with free dinner, etc.
- Send a special newsletter to all prospective Jaycees describing the benefits of membership and asking them to join.
- Adjourn during a chapter meeting asking everyone to leave and bring a prospect back to the meeting.
- Print a newspaper article with information on the Jaycees, the chapter, and chapter projects with a photo of a new member being sworn in.
- Have a membership booth at all projects. Place a sign at all projects reading, “Jaycees at Work — Inquire Within!” Organize recruiting teams for all projects and activities to talk with prospects about joining.
- Designate a prospect as the “Secret Prospect.” The Jaycee who recruits that person gets a prize.
- Have a region or district M-night. Invite all the area chapters and publicize the event in local newspapers.
- Ask state officers to help with recruiting.
- Reward each chapter member with twenty-five cents at a chapter meeting if they have a membership application in their pockets, purses, or wallets.
- Make a list of the projects the chapter conducts with a brief explanation of each. Print a membership application on the back and give them to chapter members to aid in recruiting.
- Issue a marble to each chapter member (the larger the better) and ask them to carry it at all times to remind them to sign up new members. If they cannot produce the marble on request, fine them twenty-five cents at the next chapter meeting.
- Prepare a dart board with one-, five-, and ten-dollar bills taped to it. If a chapter member brings a guest to a meeting, they get to throw one dart at the board. If they recruit a new member, they get two throws. Whatever the dart hits on the board, they can keep.
- Establish criteria for being a superstar by using Springboard and Degrees of Jaycees programs as guides. Give extra credit to those involved in the programs for recruiting new members.
- Use a strange costume or toilet seat at chapter meetings. A member must wear the costume until they recruit a new member, and then they pass it on to their choice of other member.
- Issue a hospital ID bracelet to each member. Ask them to wear it until they recruit a new member. Issue bracelets at least three times during the year. Save the old bracelets in a bowl for display at chapter meetings.
- Exchange “can’t gets.” Ask members to write the names and phone numbers of people they have talked to about joining the Jaycees but haven’t yet recruited. Exchange the names with other chapter members.
- Divide members into competition teams. Points are awarded for applications and money; one point for each application and five points for each application with money. The team with the most points gets a prize.
- Bring a bottle of wine or other prize to a chapter meeting. Pass around a sheet of paper. The last member (or the eleventh member, the third female, etc.) who writes the name, address, and phone number of a prospective member on the sheet wins the prize.