***Common objections, questions and concerns***

***Recruiting a member of another service organization.*** When you attempt to recruit people and they inform you that they belong to another civic organization, compliment them for being involved in community service and tell them that we do not recruit other organizations’ members. (However, it is permitted for them to be a member of Kiwanis as well as other civic organizations.) Then ask who else in the organization they would recommend you talk to, as well as the names of like-minded, community-oriented friends. You might also ask them if any of the things Kiwanis offers could compliment their existing civic group.

***I’m busy.*** Respond with something like, “Yes, I can see that a successful business like yours is very demanding. Can we make a 10-minute appointment to visit with you later? Choose a time that works best for you.”

***How often does the club meet?*** Tell them, “It’s really up to the group. How often would you like the club to meet?”

***I don’t have the time to serve.*** You might respond with, “You know well that successful businesspeople have to invest their time wisely. Since we only have 24 hours a day, we have to fill those hours with one of two things: The things we *have* to do and those that we *want* to do. As I have gotten older, I’ve become more inclined to fill my time with things I *want* to do. Three years ago, you were doing things differently than you are now. Today, my request is simple: Come and see if Kiwanis is something you want to fill your time with.”

***What does Kiwanis expect from me?***You can answer with, “Kiwanis, unlike many service clubs, only asks three things from you. One, be as active as you are able and willing. Two, we ask (as an organization funded by our members) that you pay your dues on time. And three, within the first six months to one year of membership, we hope that you would bring a new member to see what Kiwanis is all about.”

***How much of the monies raised by the club actually go to community service?*** Kiwanis clubs return 100 percent of all the funds they raise to the community. Each club has two bank accounts. The first is an administrative account, which holds your dues. It pays for the expenses needed to run the club, things like stamps, office supplies and meals for guest speakers. The second is the community service account. This holds all the dollars donated by the community. We separate these because our bylaws state that these must be returned to the community.

***How much does it cost to join?*** To join, all we need is a signed application and a check made out to Kiwanis for $\_\_\_\_\_(usually $140) to begin to populate the new club’s bank account and may be used however the club wishes. A portion of that money, called the new-member fee, goes to Kiwanis International to offer you a subscription to Kiwanis magazine, liability insurance and to help cover administrative expenses to train club officers and supply tools that will help your club function at its best. Personally, the intrinsic value of membership in Kiwanis is priceless when one considers the fellowship, networking connections and an opportunity to impact a community and improve the world for children.

***That sounds like a lot of money?*** There are other service opportunities that you can be part of that will make your community better with a few hours of service. But when you join Kiwanis, you are joining an organization of community leaders and friends dedicated to impacting their communities for the long term. What if there were no costs to join? Is there any other reason you would not want to be a part of the organization?

***I’m guessing it takes a lot to join Kiwanis.*** Actually, we make it easy. You just need to complete a short application and pay a one-time charter member fee.

***Our company/organization moves senior managers around a lot.*** You may be interested in securing a Kiwanis Corporate Membership for your firm. Your company would pay for a corporate membership and select you (or another senior manager of their choosing) as their designated member representative. If that person moves to a different area, or their workload changes availability, then the company can switch their designated member representative to another senior manager without incurring another charter member fee. This is a great way for companies and organizations who believe in improving the lives of children to invest in a placeholder membership with Kiwanis.