

Purse Scavenger

M-Event was created to take the frustration out of planning an M-Event.

Purse Scavenger includes the following:

- List of Scavenger Hunt items to find in purse
- Recruitment steps
- 15 Invites with envelopes
- Sample Telephone Scripts
- Suggested Decoration Ideas
- Suggested Lunch Ideas
- Sample press release
- Comfortable answers to challenging questions

List of Scavenger Hunt items to find in purse

- Have everyone grab her purse.
- Call off each item to be found – while they are searching you can share the meaning for the Women of Today.
- After all items have been called off – go back and assign points.
- Award high and low point winners.

Item #	Points	Item to find in Purse	Meaning for Women of Today
1	5	Address Book	Records are valuable and educational
2	15	Blue Key Ring	State colors
3	20	Calendar	Time Management
4	15	Checkbook	Ways and Means
5	25	Church Bulletin	Chaplain Family Involvement
6	5	Comb	Always ready to make a good first impression
7	5	Dime	March of Dimes
8	15	Donor Card	Kidney Disease
9	15	Facial Tissue	A reminder that through sickness and health, happiness and sadness Women of Today support you
10	10	Glasses	To clearly see the future
11	10	Grocery List	To keep you on task
12	10	Hand Lotion	A reminder to take time to smooth out the rough spots
13	5	Highlighter	To quickly identify the important things in our lives
14	10	Make Up	Focus on Women
15	5	Matches	To light the flame of friendship
16	5	Nail Clippers	To remind us to keep clipping along
17	20	Newspaper Clipping	Newslet
18	10	Pain Reliever	Stress management
19	5	Postage Stamp with Flag	Civic Awareness
20	20	Roster or School Program	Youth and Community
21	50	Rubberband	Flexibility
22	5	Safety Pin	To keep things together
23	10	Shout Wipes	Keep shouting out about Women of Today

Recruitment

The First Step - Names

- A) Locate names of prospective members
- B) Don't eliminate someone because you think (s)he may not join
- C) Utilize ideas that worked for current members when (s)he joined

You Have Names - Now What?

- A) Recruitment lists
- B) Invitations
- C) Newspapers
- D) Telephone calls

Prospective Members - Getting them to a Meeting or Event

- E) Fun meetings
- F) Personal invitations
- G) Ride offerings
- H) Incentives for current members to bring prospective members

They're at our Meeting - What do we do?

- A) Introduce prospective members as guests
- B) Assign a seasoned member to sit next to each one
- C) Invite each prospective member to join
- D) Communicate during the Social Time of the Meeting
- E) Figure out what has worked best for you in the past

Hosting an effective Membership Night

- A) Have a theme meeting
- B) Send out invitations 10-14 days prior
- C) Supply appetizers or meals
- D) Plan for a mixer activity that is fun and includes everyone
- E) Gather everyone towards the end of the night and explain about the organization
- F) Answer any questions
- G) Invite all prospective members to join

Reasons for Recruiting

- A) New ideas for, and fresh outlook on, chapter events
- B) Excitement to the chapter's membership
- C) More members alleviates the stress on volunteers for large projects

Always Remember

- A) Keep a positive attitude
- B) Ask, ask, ask, and ask again
- C) NEVER let anyone leave without asking that person to join
- D) Believe, and you can achieve anything!
- E) Bring incentives/gifts for attending prospective members

Sample Telephone Scripts

It's a known fact that more prospective members attend your events if they are called first. This is also the most important step in getting new members. Here is a sample.

After Sending out an Invitation to a Prospective Member

Hi, my name is [YOUR NAME] from the [YOUR CHAPTER] Women of Today.

Do you have a few moments to talk?

[IF NO] When would be a better time?

[GET A TIME TO CALL BACK & CALL BACK AT THAT TIME]

[IF YES] Thanks. Did you receive your invitation to our [EVENT NAME]?

[IF YES] Great. Did you think you would be able to join us? Do you need a ride or further directions? Did you have any questions about our organization? Thank you for your time and I will be excited to seeing you there.

[IF NO] I apologize that the invitation did not get to you yet; it was sent. Let me explain to you what will be happening, on [DATE] we will be. . [EXPLAIN YOUR EVENT] Did you think you would be able to join us? Do you need a ride or further directions? Did you have any questions about our organization? Thank you for your time and I will be excited to seeing you there.

Suggested Decoration Ideas

- Line purses with plastic bags and put snacks inside
- Check out the local dollar store. You may find gift bags that look like purses.
- Display your door prizes in a purse. ie chap sticks, lip glosses, gum, small mirror, travel pain reliever, travel lotion.
- Use old purses as plant holders on tables

Suggested Snack Ideas

- Party mix and pop
- Bars and juice
- Popcorn and pop
- Cookies and Milk

Sample Press Release

Contact: Name
Address City. State. Zip
Phone Number

FOR IMMEDIATE RELEASE

(THEME) MEMBERSHIP NIGHT TO BE HELD

The (city) Women of Today invite everyone to a (theme, if there is one) Membership Night on (date given fully, such as Tuesday, June 20, 2006) at (place) at 7:00 p.m. You will have an opportunity to learn more about the Women of Today, projects such as (list local projects), meet new friends and have some fun in the process.

The Women of Today is the most dynamic, fastest growing young person's organization in the country. Women of Today members are action-oriented and interested in the betterment of their community through community service and leadership training.

For more information on how you can be a part of your community through the Women of Today, contact (name) at (phone number).

Comfortable Answers to Challenging Questions

Q: What is Women of Today?

A: Women of Today is a non-profit, community service organization which offers leadership training, fellowship, and the chance to make your community a better place to live.

Q: What did you say your organization is again?

A: We are a leadership-training organization who sponsors community education and fundraising activities. We have over 125 chapters across the nation. Our members are community volunteers who use or gain leadership skills through their activities within the community. Our group is composed of mostly women over age 18, from a diverse background - our diversity is one of the reasons many have joined.

Note: Often people may use this question as a "shield" to distract you or throw you off guard. It usually means they are not really listening to your first words. You will have a bit harder "sell" with a person who tosses you this question, but all is not lost. Now is the time to use what you might already know about the person (children, interests, profession) or what you can gather (new to the community, children in the background) to sell them the piece(s) of Women of Today that will be most appropriate.

Q: What kind of leadership training would I get?

A: We offer personal enrichment programs to improve your speaking, writing, leadership and personal skills. You also will have the opportunity to chair projects, work on fundraisers or hold leadership positions.

Q: In what ways can I improve my community?

A: Our chapter serves the community in many ways. **[EXPLAIN SOME OF YOUR SERVICE PROJECTS]** We are always looking for new ideas, plus we get lots of ideas from our state and national organization.

Q: What is the time commitment?

A: One of the great things about Women of Today is that you can be as involved as YOU want. There are no "requirements," but it is suggested that you attend the monthly general meetings to keep up-to-date on what is happening.

Q: How big is Women of Today?

A: The average chapter size is around 15-25 members; the national organization has about 3000 members.

Q: Why should I become involved with the organizational levels outside my community?

A: District, state and national meetings are a wonderful opportunity to get the "big picture" of our organization. It's like seeing opening night of a play - all the smaller, but equally important, pieces come together. Things make sense when you see the whole picture. We are a vital part of community service in 18 states. Across Minnesota, we have over 125 chapters and more than 1900 members. The volunteer service hours reported at these meetings are overwhelming. We work with several foundations and special charitable organizations as a state and national group, even though a great percentage of this money stays within the local communities.

Q: Why should we raise money for people in other communities?

A: We help people all around us: in our towns, counties, state, nation and globe. We help them because we believe in helping each other and helping people whom, some day, may help us or someone we love. Our support of the Kidney Foundation or the March of Dimes may one day benefit our next-door neighbor or even our own family.

Q: How come it costs so much money to join?

A: Cost wise, the Women of Today dues are less than \$3.50 per month. That money is not wasted - you receive training materials, programming ideas, project "how to" materials, educational materials from the various programming areas, public relations information and much more. The dues also provide you with a core of volunteer leaders at your disposal - the dues provide for district, state and national officers within a phone call away. At many meetings on all levels of the organization, training forums are offered. This is both educational and personal - trainings for which you would pay substantially outside of Women of Today.

Q: Why should I pay dues to be a volunteer?

A: Your dues pay for the support you and your chapter will receive from our state and national organization. These organizations provide training, monthly mailings and updates, organizational newsletters, service by officers, and a great deal of programming information.

Q: What if I do not have the money right now?

A: The cost of joining is comparable to a magazine subscription, basic cable for a month, or one self-help class. We believe that it is money well spent and believe you too will agree as soon as you join and become involved with community projects.

Q: Why do you need to have a separate organization - there are enough organizations in this town already?

A: Women of Today can complement those other organizations. We can jointly work on projects and fundraising. At the same time, we are providing opportunities for young women to support and encourage each other's development as leaders.

Q: How can I find time; I'm a very busy person?

A: You do not need to do more than you wish. You pick the projects or fun nights that fit with your interests and your schedule. We value your contributions whatever they are. Also the more members who join, the more the workload is shared. It may seem busy at first, as there are such things as organizational paperwork and items to complete. As you grow, you are more able to choose what involvement you want. Most of our members are employed, have children and partners. We have found that our members are involved in a number of areas within their communities, and we encourage that. Busy people know how to get things done and manage their time. We encourage chapter members to do what they are interested in and committed to doing. We also realize that there are times when you cannot be as active; at those times we suggest you step back and take a break so you won't get burnt out.

Q: How could I possibly fit this in; I'm already involved with too many things as it is?

A: Then you already are an active volunteer. What other groups are you involved with?

[WORK RELATED] Many of our members have joined Women of Today because it offers the chance to network with a large and diverse group of people. There are many who are looking for friendships and contacts beyond work or office friendships, and have found that variety within Women of Today.

[PERSONAL] Are you finding them to be enjoyable? Sometimes our community involvements lose their interest just as other things within our life often change. Do you find that there are sometimes not enough volunteers to get a project or activity accomplished? If that happens, I hope you will consider calling the Women of Today - we often partner with other projects and groups within the area. Many people find the educational activities and fundraising that we are a part of to be very rewarding. What is the focus of the other activities you are in?

[IF THE FOCUS IS PURELY GIVING] one of the best features of Women of Today are the personal enrichment, focus on women, educational, and informational activities in which we participate.

[IF THE FOCUS IS PURELY ON DOING] Women of Today features many fundraising and community service projects. We are a fun group, you should visit a meeting sometime.


Handling the Negatives

Remember that the prospective member may view you as a salesperson. The goal may be to get you off the phone as soon as possible. Your object is to sound like someone with whom the prospective member could be a friend, and to get them to hear what you have to say. Keep in mind that you want to sound friendly, feel free to wander a little if the conversation seems to need it.

Would you like to be actively involved in your community?
Could you benefit from leadership training or personal enrichment programs? Do you want to meet new people?

If your answer is yes to one or more of these questions, then Women of Today is the organization for you. You are invited to share the experiences of thousands of others across the country by joining a local Women of Today Chapter.


For further information please call

	<h2 style="text-align: center;">Women of Today</h2> <p>Please join the Women of Today for a purse scavenger hunt, while enjoying pleasant conversation and membership information.</p> <p>Date: Time: Location:</p> <p>RSVP (yes, no maybe) to:</p>
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