

# From Guest to Long Term Member

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Relationship



Who is  
responsible

What do we  
do next ..

Warm, genuine greeting at door

Invited to sit, introduced to people  
next to them

VPM / known contact / President  
welcome

Guest pack given

Opportunity to provide feedback

And then...

Talk to them before they leave

Invite them to participate in next meeting

Invite them to become member

Follow up after the meeting

And ...

Invite them to become member

Follow up after the meeting

Induction ceremony

Assign mentor



Mentoring

Ideas ..

Duration:

Level 1 Pathways

Type:

Pathways & Toastmaster  
Input

Aim:

Build relationship & trust

Meet goals

Develop new goals





Goals

Take time at the beginning to establish a relationship  
people will move easily from guest to member

Grow that relationship through mentoring they'll  
move from attending member to involved member ...

and then their goals will grow and develop and they'll  
start being leading members.



Guest

Member

Long term  
member