

Welcome to Saturday

Introduction: Your name

Section

What started your engagement

Leadership

Engagement requires a relationship

Networking requires a relationship

Sales requires a relationship

Friendship requires a relationship

Leadership requires a relationship

It all starts with a relationship

So if you are not into relationships . . .

Here's a puzzle

When you meet a member/potential member:

1. What is their **passion**?
2. How does that **match** something in IEEE?
3. How can you **connect** them?

It's how you make them FEEL

"I've learned that
people will forget what you said,
people will forget what you did, but
people will never forget how you made them **feel.**"

Maya Angelou
Author & Poet

FREE BOOK

- **The New Breed** by McKee & McKee
- About recruiting volunteers
- About Generational differences
- Real techniques
- Great examples
- Also applies to recruiting new members
- It's about **relationships**