THE IMPORTANCE OF ASKING

*How many of you feel like you have enough volunteers in your club? There are very little clubs that will say they have. Almost no club will feel like they have enough volunteers, a popular discussion when committees get together is sharing ideas to help persuade/recruit/guilt-trip/trick/entice folks to join their club. I’d like to share with you the world’s easiest way to get new volunteers: JUST ASK!! Ask, ask, ask. And when you get rejected, ask again or ask somebody else.*

**‘Ask’**

Flyers and adverts are fine, but not as good as an ‘ask’. Who should you ask? Everybody. If there is anybody in the community who has an interest or could develop an interest in your club, ask. Who should do the asking? You, your current volunteers, your members. Believe it or not, the most effective asks usually come not from the “chairperson”, but from the “satisfied customers” (current volunteers). When a current volunteer tells a peer that volunteering in the club is rewarding and worth the time commitment, it makes a powerful statement.

**Don’t Say Somebody Else’s “No.”**

Don’t say somebody else’s “no.” Too often we assume somebody is too busy, uninterested etc. so we say “no” on their behalf without ever actually asking them to volunteer. Don’t assume. Don’t say somebody else’s “no.” There are probably more people in your community willing to work with your club than you think. You just have to ask!

**Remove Barriers to Saying “Yes”**

It is also important to remember that many potential volunteers feel that the only roles available may be in coaching with your teams and they do not have the skillset for this. It is essential to put people at ease and let them know that there are many roles available and that their skills can be hugely beneficial to the club in many capacities. Do not leave an obvious barrier to allow people to say ‘No’.