

# High Twelve International – Club Expansion

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## **Development of New Clubs Within States with Existing Clubs**

### **1. Interest in High Twelve is expressed from a Brother who lives in an area where there is not a High Twelve Club.**

- a. Talk with him about High Twelve, the fellowship, the programs, the Wolcott Foundation, etc.
- b. If he expresses interest, offer to provide him with additional information, brochures, etc.
- c. Follow-up by contacting him after he receives the information.
- d. If there is interest in starting a club in his area, offer to have the High Twelve International Secretary mail a new club start-up kit to him.
- e. After he has talked with a number of interested Brothers, offer to meet with them and assist them in getting a club started.
- f. Plan to attend their first meeting when the officers are installed and their Charter is presented.
- g. Congratulate them on their success!

### **2. Identify areas of your State where there are not High Twelve Clubs.**

- a. Identify a Brother who lives in an area where there is not a High Twelve Club and who you know is a motivated type person.
- b. Make a telephone call to him or, even better, if you know that you will see him at meeting which you will be both attending in the future, wait until the meeting. Do not contact him by email! The contact should be more personal.
- c. Talk with him about High Twelve, the fellowship, the programs, the Wolcott Foundation, etc.
- d. If he expresses interest, offer to provide him with additional information brochures, etc.
- e. Follow-up by contacting him after he receives the information.
- f. If there is interest in starting a club in his area, offer to have the High Twelve International Secretary mail a new club start-up kit to him.
- g. After he has talked with a number of interested Brothers, offer to meet with them and assist them in getting a club started.
- h. Plan to attend their first meeting when the officers are installed and their Charter is presented.
- i. Congratulate them on their success!