



LIONS INTERNATIONAL

ISAME GAT CONCLAVE

27th & 28th August, 2022
@ Marriott Convention Centre, Hyderabad.

Summarizers – Action Points

*(Please promote these action points at all Area – MD – District Conclaves.
Do engage the Clubs too, for the Club President is the Chairman of the CLUB GAT.*

All Leaders at GAT: Leadership is by example

Members may not do what their Leaders say.
But they can do what their Leaders do!
AP Singh, 3rd Vice President, Lions International

1. **GET:** ISAME GAT TEAM has opted in favour of GET appointments. MDs and Districts are requested to opt in favour of appointment, for uniformity. While, GET is a vertical of opportunity, GET will work in close coordination with GMT.
2. **GET:** GET Leaders must engage with DGs to guide and ensure fulfilment of initial “must” requirements, for quality extension. Goal is to prevent new clubs from closure due to inadequate attention at the admission level.
3. **GET:** GET Teams must explore extension of New Clubs by approaching Non-Lions organizations; corporates; NGO's and other opportunities. GET can partner with Marketing; and FWC. Promote plans to encourage younger aged Lions, in new Clubs.
4. **GET/Leo-Lions:** Every District must extend at least one Leo-Lion Club, this year. This will help existing Leo Clubs to nominate one or two members into this Club. It supports easy formation of Leo-Lion Club in every Sub-District.
5. **SPECIALTY CLUBS/GET:** Specialty Clubs continue to grow. They form major chunk of new Clubs with vast opportunity. Specialty Club coordinators are not positions and are volunteers willing to help. This vertical must be effectively promoted and managed by GET Teams.
6. **Leo-Lions:** Greater emphasis on Leo-Lion program is required to build the future Lions, today. Commence the process at Leo Clubs itself. Promote extensive development of LEO Clubs in all Districts.
7. **GMT:** In the membership reports presented to Councils; Cabinets and other forums, please display membership statistics without inclusion of “charter members”. Net Growth in membership, in existing Clubs, without including “charter members” from New Clubs, is the BIG Goal.
8. **GMT:** Focus on Existing Clubs to enhance membership growth. There are over 1367 Clubs in ISAME, with less than 10 Members. GMT to work on “minimum 20 member” Clubs.
9. **GMT:** Plan active member engagements to enhance retention and prevent drops.
10. **GMT:** In coordination with DGs, aggressively promote at least One NEW Member inducted in every club of ISAME. There are many Clubs who do not induct a single member and this must change.

11. **GAT TEAMS:** GMA is a process. It is not a position. GMA must support effective membership development. The four stage plan must be widely applied
 - a. Build a Team
 - b. Build a Vision
 - c. Build a Plan
 - d. Build Success
12. **GLT:** Currently, active at District and MD levels. GLT Teams to take GLT to Clubs. Design programs to utilize your trained resource (LCIP – FDI – ALLI – RLLI). That way, you achieve benefits at both ends.
13. **GLT:** In addition to leadership programs offered by institutes, go need-based to design your own leadership development programs.
14. **GLT:** Accomplish GAT Goal of 1/3rd members trained during the year. Repetitive participating members should not be included in this percentage. The “real goal” is to train 100% of your Lions. Focus on untrained Lions in your Districts.
15. **GST:** Encourage Clubs to focus on Permanent Projects.
16. **GST:** Every Lions Club to organize at least ONE Activity on all FIVE Global Causes during the year. Promote all Global Causes.
17. **FWC:** Be prepared for a possible “dilution” in the privileges offered to family members, in the near future. CA VI has a large percentage of family membership, which does not appear organic. FWC and DG's can plan approaches accordingly. Ensure that the Clubs go by the prescribed Family Membership eligibility.
18. **FWC:** Promote induction of Women members who are primary members or family unit heads and not secondary members only. A woman as a Lion, in primary membership is our Goal. More primary Woman Membership to be planned. There is a great potential. FWC to plan actionable strategies
19. Greater Gender equity at all levels, to be encouraged, in leadership positions as well.
20. MCCs – DGs – GAT TEAMS: Let us project a cleaner ISAME. Misuse of discounted membership can dilute the positive impact of our status and strengths.
21. **DG's:** Clubs with fewer members or completely inactive, who are misusing the process can be reviewed. Grant them an opportunity to grow. Act and apply your authority to take action on “paper clubs” if there is an abuse of the process.
22. **MARKETING:** An important vertical that will surely rise into prominence. Marketing must be both – internal and external. External marketing must go beyond Lions and earn us positive image.
23. **MARKETING:** Plan approaches to work with Districts and MDs to encourage Non-Lion Donor contributions to LCIF. This serves as a testimony of our positive image and our marketing approaches.
24. **MARKETING:** Strategize approaches to promote new Members and new Clubs, beyond the intervention of Lions and Lions Clubs. These approaches must serve to add new approaches in our current recruitment practices. Apart from asking non-lions to join Lionism, the approaches must earn us the comment from non-lions - Can I be invited to join Lions?
25. **NEW VOICES:** Districts to take cognizance. It can be your new vertical to emphasize that New Voices is not just “women members”. It is about “unsung” heroes. Promote New Voices, effectively. Take New Voices to LEOs as well.

26. **MCC and DGS:** You are a GAT Chairman. Please do not be a passive GAT chairperson. It is a position; an authority and a responsibility. It also gifts you an opportunity. Reflect your GAT Chairmanship! Convene MD and District GAT review meetings and chair them. This helps you in your “what-next plans” after your service as DG or CC. Inspire Club Presidents to focus on his/her role as Club GAT Chairperson and create active Club GAT Teams. Your actions can emulate them.
27. **The BIG GAT Goal:** *Can we look at Half-a-Million Members in ISAME by 2025?* A thought provoking challenge to all.
28. **LBN** – Lions Business Network can be an opportunity to actively engage existing Lions and also attract younger new members who are entrepreneurs. Currently, the program is active in few places of ISAME and witnessing excellent results.
29. **BEST PRACTICES:** There have been some best practises in the previous years including FDI refresher; online training opportunities; encouraging women in leadership development programs and more. These practices can be adopted during the current year to enhance the value created.
30. **Regional/AREA GAT Conclaves:** The CA GAT Conclave and its conclusions can be shared and approaches deliberated at the Regional/Area MD & District GAT conclaves that follow. Area Leaders, depending on their priorities can also invite Region or Zone Chairs or even Club Presidents, in addition to the District Coordinators and VDGs at these conclaves. At District conclaves, the Club Presidents be encouraged to attend.

ISAME Lions are a Brand!

We are unmatched in Membership Development, in our Leadership Development initiatives; in our Service Activities; in the Mega events we organize and attract large member participation. And in our overall enthusiasm too. Let us accentuate this positive and highlight our strengths by reflecting positively.

***I Shall Always Mirror Excellence
must be the ISAME Acronym***