

# Prospecting

Da Mayor  
D.A. M.O.B.

- Prospecting VS. Boosting Your Numbers (Letting a Muthafucka in Your Club)
- Patching Over
- Earning Your Call Sign
- Relationships with Probies (Presidents, stop fucking probies)
- Building Relationships with Members and the Community
- Time Frame vs. Mileage
- Teaching Your Prospects How to be Bikers
- Club Expectations

**Introduction...**

- Giving Prospect the Option of Joining Another Club
- Quality vs. Quantity (Its not about your numbers)
- How prospects can become dead weight
- What happens when you let a MF in your club

**Prospecting vs. Just Letting a MF In**

- True Patch Over – 5 or more people
- Pros – More Help, New Faces, Different Ideas and Perspectives
- Cons – More Headaches, Personality Clashes (Attitudes), Conflicting Perspectives, Cliques, Ownership

**Patching Over...**

- Definition of Call Sign
- Purpose of a Call Sign
- Who gives Call Signs
- Changing Call Signs When Crossing Over

**Earning Your Call Sign**

- And Why

**Stop Fucking Probies...**

- Building Positive Relationships Within Your Club
- Building Positive Relationships in the Community
- Existing Relationships in the Community (Don't be mad when someone you know personally treats you like a prospect.)

**Relationships...**

- Six Month Break Down vs. Twelve Months
- Ground Pounding with the Club
- Who Signs Off on Mileage

**Time Frame vs. Mileage**

- Rules and Regulations/Do's and Don'ts  
(Teach Them, Preach Them, Never Forget Them)

**Teaching How to be a Biker**

- Knowing what to expect from new bikers and old bikers
- Prospect expectations from the club (Do You Actually)

**Club Expectations...**