

# The Successful Guest Night

There are five elements to a successful guest night: *Planning, Preparation, Performance, Program,* and *Persistence*. Let's take them one at a time.

## Planning

Hold a meeting of the key members of your chapter... the guys who will have a part in executing a successful Fun Night. They could include Membership, Marketing, the President, the Music guys (M&P VP & Director), Hospitality/Program Chairman, and the Treasurer. The team should develop answers to at least the following questions:

- > Why do we want a guest/family fun night?
- > Who are our target prospects?
- > When and where will we hold it?
- > Who will assist? (Greeters, Buddies, Quartets, Emcee)
- > How will the event be promoted?
- > What will we need? (Nametags, Refreshments, Info Brochures, Music, Gifts, etc.)
- > What do we include? (Answer: LOTS of Singing)
- > What will we do?... What's the program?
- > What happens after the event?... Follow-up

## Preparation

Organize the chapter members into teams so that everyone has a job and knows how to do their job (Greeter, Buddy, Server, Setup Crew, etc.). Remember, this isn't a regular rehearsal... it's a *performance*. That's especially true if you've invited families to participate. Keep the emphasis on *Singing* and on *Having Fun!*. Your chapter is demonstrating the joys and benefits of barbershopping as a hobby not only to prospective members but to their families as well. So, what has to be done?

- > Lay out the evening's program so there's no confusion or awkward gaps. (See below)
- > Have an Emcee who can keep things fun and moving on schedule. (NOT the Chorus Director)
- > Advertise your event every way you can. Don't overlook placing flyers where women gather like hair salons, stores, and laundromats. Use mailing lists and the media to get the word out.
- > Emphasize Family G-Rated Fun.
- > Make sure the meeting place is clean, bright, and comfortable.
- > Have good refreshments. Keep it simple but of good quality.
- > Save the best parking for guests... Have street and parking lot signs so you can be found.
- > Have every member wear his informal chapter outfit, complete with name badge.
- > Have every member briefed on how to be a "buddy" to a male guest.
- > Have "take-away" gifts for guests like sheet music, Polaroid pictures, a "I sang with \_\_\_\_" badge.

## Performance

OK... you've done the Planning and Preparation but now the guests have arrived... now what? This is not a regular chapter meeting... it's a demonstration... a performance! Just like your shows, your guest

nights should be a pleasant emotional experience for your guests. They should leave feeling warm, appreciated, excited and very glad they came. Try these ideas:

- > Have a guest sign-in book (name, address, phone, email, etc.) and Name Tags for everyone.
- > Pay lots of attention to each guest. Make sure every prospect meets your President and Director.
- > Assign each prospect to a “buddy” who will guide him through the evening and get him singing. Mix prospective members in with the chorus and seat family members around the sides.
- > During breaks, have members mingle with guests and get them into informal singing groups.
- > Involve the family... get them singing and make them part of the activities. (Tags, Rounds, etc.)
- > Create a “Magic Moment” sometime during the important first ten minutes. (One chapter started with a song and no matter what the director did, the chorus (intentionally) messed it up. The Music VP stopped the song and said, “I’ll bet one of our guests can do better than that!” A guest was invited to lead and no matter what he did, the chorus performed perfectly! What a “Magic Moment” for him and for everyone.)
- > Thank your guests for coming, give them a parting gift and invite them back.

### Program

Here’s a *sample* program... but DO adapt it to your chapter’s needs and character. You want to show prospective members what fun barbershopping can be and what you do every week. Show your prospective members all four kinds of barbershop singing – Organized Chorus, “Gang” Chorus, Organized Quartet, and Pick-up Quartet (Tags & Woodshedding).

**WELCOME:** The President

**PHYSICAL AND VOCAL WARMUP:** The Director or Assistant Director

**"The Old Songs / Shine On Me":** The Director or Emcee (Have music for guests)

**ROUND OF THE WEEK:** The Director or Emcee (Keep it simple; involve everyone!)

**LEARN A SONG:** The Director & Teaching Quartet (Easy 1-pager...unknown to the chorus):

**TAGTIME:** Emcee or other Music Guy (Again, Keep it easy and simple)

**GREETING OUR GUESTS:** Emcee and/or President (Have guests stand and sing to them)

**BREAK – REFRESHMENTS – RAFFLE:** (Free show tickets? CDs?) Get guests singing!

**SING-A-LONG:** The Director or Emcee. Have lyric sheets available for everyone (Below)

**NEW SONG REVIEW:** Director & Teaching Quartet (Review the new song from first half)

**CHORUS SET:** Chorus and Director (Perform a *short* set of your best songs)

**CHAPTER/GUEST QUARTETS:** One or two songs each... keep it moving!

**CLOSER:** *"Keep The Whole World Singing"* Demonstrate our traditions... have guest music.

**AFTERGLOW:** Be mindful of time if there's youngsters. Show "Singing Is Life" video to one side. More informal singing! Thank your guests for coming and invite them back... offer a ride!

### Persistence

Here's where all the hard work pays off. You've got the names, addresses, and contact information (phone or email) on your prospects. They had a wonderful time and their families now know something about barbershop and your chapter. Each prospect has a "buddy" with whom they've become acquainted and who will be contacting them soon.

- > Have the Director or a Chapter Officer make a follow-up call within the next few days. Thank the guest (and his family) for attending and invite him back. If he has questions, answer them honestly and clearly.
- > Also, send the guest a "Thank You" note and include information about the chapter, a memento of their visit (Polaroid?), and information about how to contact their "buddy" if they need more information.
- > Assign further follow-up to the "buddy" who was assigned to each prospect. Their diligent attention will earn them a "Man-of-Note Award" when their prospect joins the chapter!

Most of these tips have been tried with success all over the Society. The trick is to do them with feeling... to make sure your guests know that you're glad they came!

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~~ Family Fun Sing-A-Long ~~

**SHINE ON HARVEST MOON**

Oh, shine on, Shine on harvest moon  
up in the sky;  
Cause I ain't had no lovin' since  
January, February, June or July.  
Snow-time ain't no time to stay  
outdoors and spoon,  
So shine on, Shine on harvest moon,  
For me and my gal.

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**DARKTOWN STRUTTER'S BALL**

I'll be down to get you in a taxi  
Honey.  
Better be ready by half past eight.  
Now Honey, don't be late, I wanna  
be there when the band starts playin'  
Remember when we get there  
Honey, Two-Steps, I'm gonna have  
them all;  
I'm gonna dance off both my shoes  
when they play those "Jellyroll Blues"  
Tomorrow night at the Darktown  
Strutters Ball.

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**IF YOU WERE THE ONLY GIRL**

If you were the only girl in the world,  
And I were the only boy,  
Nothing else would matter in the  
world today, We could keep on  
loving in the same old way.  
A Garden of Eden just meant for two  
with nothing to mar our joy;  
I would say such wonderful things to  
you; there would be such wonderful  
things to do.  
If you were the only girl in the world,  
And I were the only boy.

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**I WONDER WHO'S KISSING HER  
NOW**

I wonder who's kissing her now, I  
wonder who's teaching her how. I  
I wonder who's looking into her eyes,  
breathing sighs, telling lies.  
I wonder who's buying the wine for  
lips that I used to call mine.  
I wonder if She ever tells Him of Me;  
I wonder who's kissing her now.

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**BILL BAILEY**

Won't you come home Bill Bailey,  
Won't you come home?  
She moans the whole day long;  
I'll do the cookin' Honey, I'll pay the  
rent; I know I've done you wrong.  
'Member that rainy evening I drove  
you out with nothin' but a fine-tooth  
comb?  
I know I'm to blame, well ain't that a  
shame? Bill Bailey won't you please  
come home?

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**BY THE LIGHT OF THE SILVERY  
MOON**

By the light of the Silvery Moon  
I want to spoon; To my honey I'll  
croon love's tune.  
Honeymoon, keep a shinin' in June;  
Your silvery beams will bring love's  
dreams, We'll be cuddlin' soon, by  
the silvery moon.

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**SIDE BY SIDE**

Oh, we ain't got a barrel of money,  
Maybe we're ragged and funny;  
But we'll travel along, singin' a song,  
Side by Side.  
Don't know what's comin' tomorrow,  
Maybe it's trouble and sorrow; But  
we'll travel the road, sharin' our load,  
Side by Side. Through all kinds of  
weather, what if the sky should fall?  
Just as long as we're together, It  
doesn't matter at all.  
When they've all had their quarrels  
and parted, we'll be the same as we  
started, Just travelin' along, singing  
a song, Side by Side.

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**PEG O' MY HEART**

Peg O' my heart, I love you, We'll  
never part, I love you.  
Dear little girl, Sweet little girl;  
Sweeter than the rose of Erin are  
your winning smiles endearin'.  
Peg O' my heart, Your glances with  
Irish art entrance us.  
Come be my own, Come make your  
home in my heart.

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**WHEN YOU WORE A TULIP**

When you wore a tulip, a big yellow  
tulip, and I wore a big red rose.  
When you caressed me, 'twas then  
heaven blessed me; What a blessing  
no one knows.  
You made life cheerie when you  
called me dearie, 'twas down where  
the blue grass grows. Your lips were  
sweeter than julep, when you wore a  
tulip and I wore a big red rose

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**PUT YOUR ARMS AROUND ME  
HONEY**

Put your arms around me honey,  
hold me tight. Huddle-up and  
cuddle-up with all your might.  
Oh, Oh, When you roll those eyes,  
Eyes that I just idolize. When they  
look at me my heart begins to float.  
Then it starts a-rockin' like a motor  
boat. Oh, Oh, I never knew any girl  
like you.

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**AIN'T SHE SWEET**

Ain't she sweet? See her walkin'  
down the street? Now I ask you very  
confidentially, ain't she sweet?  
Ain't she nice? Look her over once  
or twice. Now I ask you very  
confidentially ain't she sweet?  
Just cast an eye in her direction; Oh  
me-oh my, ain't that perfection?  
I repeat. Don't you think she's kinda  
neat? Now I ask you very  
confidentially,  
Ain't she sweet?

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**I'M LOOKING OVER A FOUR-LEAF  
CLOVER**

I'm looking over a four-leaf clover  
that I overlooked before.  
One leaf is sunshine, the second is  
rain, the third is the roses that grow  
in the lane.  
No need explaining the one  
remaining is somebody I adore.  
I'm looking over a four-leaf clover  
that I overlooked before.

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