



THE PROSPECTING GAME

The purpose of the Prospecting Game is to help chapter members identify potential members using a game format in order to make recognizing new people both easy and fun.

Prospecting Game Instructions:

- Play the game at a chapter meeting. Advertise in the chapter newsletter when the game will be played and why and how it will be played.
- Purchase (or get donated) prizes for members of the winning teams.
- Divide the members in attendance at the meeting into teams of three to five people making sure both new and old chapter members are on each team.
- Bring at least one area phone book for each team (members can be asked in advance to bring their own phone book).
- Make at least one copy of the Category Sheet and several copies of the Prospect Sheet for each team.
- Explain how winning teams will be determined before the game begins. A suggestion is to offer one point for each name and one point each for the address, city, ZIP, and phone number for the person identified as a prospect. The team with the most points wins.
- Ask the teams to look at the Category Sheet and identify people they know who could be prospective members who fit into the categories.
- Ask teams to clearly print information about their prospects on the Prospect Sheet.
- Have a time limit (15 minutes at minimum).

Other Ways to Play the Prospecting Game:

- Allow the teams to take the game home, complete it, and return it at the next chapter meeting.
- Play the game once every quarter. Keep the team members throughout the year and award prizes for the teams with the most points for the year.
- Allow prospects from categories other than the ones listed on the Category Sheet to be used.
- Award prizes to the second- and third-place teams.
- Award a super grand prize to the team that identifies a person in each of the 144 categories listed on the Category Sheet.
- Instead of dividing the attendees at a meeting into teams, ask members of the Board of Directors to pick four other people to be on their teams.
- Allow the teams to make up creative team names such as The Prospecting Kings, Super Recruiters, etc.
- Allow members to play individually.
- Make completing a Prospect Sheet a Springboard or Degrees of Jaycees requirement.
- Give teams five or 10 extra points if they recruit a potential member from their Prospect Sheet.



THE UNITED STATES JUNIOR CHAMBER®

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- By playing this game, potential members for the chapter can be identified while having fun!
- This sheet lists 144 categories of people and occupations. Identify a person who fits one of the categories. On the Prospecting Form, write the category from which the prospect was chosen, their names, their street addresses, cities, ZIP codes, and phone numbers.
- Good luck prospecting!

Attorney	Insurance Agent	Emergency Medical Technician (EMT)	Co-Worker
Doctor	Dentist	Accountant	Roller Blader
Florist	Hair Dresser	Optometrist	Clothing Salesperson
Office Manager	Neighbor	Bank Manager	Plumber
Jeweler	Car Dealer	Family Member	Aerobic Instructor
Mechanic	Veterinarian	Waitress	Teacher/Educator
Druggist	Furniture Salesperson	Politician	Sports Team Member
Contractor	Engineer	Repairperson	Little League Parent
Appliance Dealer	Musician	Tire Salesperson	Chiropractor
Bowler	Account Executive	Radio Personality	Antique Collector
Volleyball Player	Tennis Player	Waiter	Gardener
Bus Driver	Stock Broker	Softball Player	Hospital Worker
Clergy	Dry Cleaner	Caterer	Postal Worker
Basketball Player	Fisher	Nurse	Country Music Lover
Graphic Designer	Golfer	Funeral Director	Administrative Asst.
Pet Owner	Librarian	Pilot	Marriage Counselor
Motorcycle Owner	Baker	TV Personality	Union Member
Photographer	Physical Therapist	Weight Lifter	NASCAR Fan
Graphic Artist	Landscaper	Fire Fighter	Security Guard
Flight Attendant	Artist	Computer Operator	Camping Enthusiast
Utility Employee	Jogger	Truck Driver	Construction Worker
Dental Hygienist	Hostess	Farmer	Union Member
Police Officer	Brick Layer	Line Dancer	Boat Owner
Social Worker	Bartender	Parole Officer	Seamstress
Tailor	Baseball Player	Satellite Dish Owner	Chain Store Employee
Band Booster	Republican	Works in a Mall	Hunter
Painter	Psychologist	Sculptor	Detective
Girl Scout Leader	Usher	Democrat	Secretary
Chef	Cub Scout Leader	Road Worker	Hotel Employee
Paralegal	Receptionist	Life Guard	Newspaper Reporter
Drafter	Relative	Wears Glasses	Water Skier
Has a Beard	Soccer Parent	Church Choir Member	Swimming Pool Owner
Environmentalist	Phone Salesperson	Investment Counselor	Sports Coach or Manager
Carpenter	Carpet Salesperson	Real Estate Agent	
Government Employee	Convenience Store Employee	Restaurant Employee	
Grocery Store Employee			



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CATEGORY	
NAME	
STREET ADDRESS, CITY, ZIP	MAY WE USE YOUR NAME WHEN CONTACTING THIS PROSPECT? YES NO
PHONE	

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