



COLLECTOR CLUBS

How to Start One and Tips for Success

It's one of the few organizations that you can join that is all for fun. There's no pressure, no massive fund-raising goals, no expensive membership fees. There's travel, meeting new people, and seeing old friends. It's a Cairn Collector Club, and we hope you'll become a part of one. There's no better way to increase your enjoyment of your Cairn collecting. And it's so easy - just turn the page!



Getting Started



1 Cairn will help!

Cairn Studio is compiling a list of all Collectors interested in joining Collector Clubs. A Cairn Representative will also be available for assistance and advice. For help in contacting other Collectors in your local geographical area, please use the Information Request Card on page 11.

2 Pick a spot!

Pick a date, time and location for your first organizational meeting. There are many businesses that make their meeting rooms available to local clubs. Check with the public library, the community center or local churches. Many clubs arrange to use the meeting room of a local restaurant and combine their meeting with a meal.



3 Get the word out!

Put a short article in your local newspaper to advertise your organizational meeting. Post a note on the bulletin board of the grocery store, the library, the post office, etc. Advertise in all local gift shops. Do churches, schools and stores send out newsletters? Ask if you may include a short article about your club and its time and meeting place.

Write to Cairn - we'll include the information in the next issue of the Cairn newspaper. When you talk with other Collectors at Cairn events, such as Cairn Seminars and Cairn Artist Promotionals, invite them to a club meeting.

When there is a Cairn Seminar or Artist Promotional in your area, ask the participating Cairn Dealers if your Club may set up a table at the event. You'll get lots of new members signed up!

4 Tips for your first meeting:

Greet Collectors as they arrive, so they know they're at the right place for good Cairn fellowship! Name tags are very helpful. Keep the first meeting short, and make definite plans for the next meeting.

Plan your program. Make it both informative and fun. Along with the business of getting the Club started, you may want to include a short "feature," such as a look at the Collector Society Artwork Series. Let Collectors introduce themselves and tell how they started their Cairn collection.



Ask someone to take notes for the first meeting, until officers can be elected.

Ask Collectors to fill out information sheets (see page 9).

Schedule the next meeting, and encourage everyone to bring a friend.

Ask someone to present a new feature for a future meeting. If there is an upcoming Cairn event in your area, plan how your club can be a part of the fun.

Refreshments are always appreciated. Start a sign-up sheet for volunteers who can bring refreshments to future meetings.



5 And if elected ...

Most Clubs elect officers so that there is a logical division of the duties. Don't forget other helpful positions such as Newsletter Editor, Social Chairman or Membership Coordinator. Use what works best for your club. These are decisions that don't have to be made at your very first meeting. Let everyone get acquainted before you hold elections.

6 Dues (and Don'ts!)

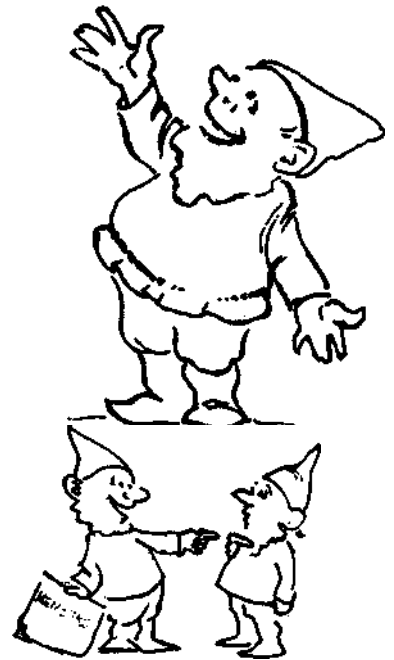
Most Clubs collect a small membership fee, for incidental expenses such as postage. Start small, such as \$5.00 per member per year.



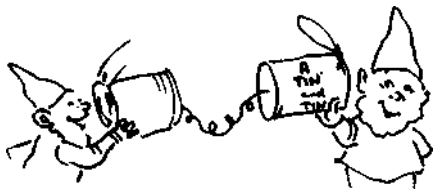
Hold a contest to choose a name for your club. The winner should get a small prize, such as extra Gnome Raffle tickets (more about this later!).

And once your Collector Club is Started

When Club members have gotten to know each other, hold elections for officers and other key positions.



Type a roster of all Club members, with their phone numbers and addresses, and give a copy to each Collector.



Establish a telephone network, where each member is assigned one person to call. This is most helpful when meetings have to be rescheduled due to bad weather or other reasons.

Adopt a set of bylaws for the club. A sample set of bylaws can be found on page 7. These can be used as is or adapted to your club's needs.



Brainstorm for new ideas for club meetings. Many clubs enjoy regular events such as Gnome Bingo. Give everyone the opportunity to present a program on a special aspect of their own collection. See pages 4 and 5 for more ideas for great club meetings.

Be sure to discuss future Cairn events as well as upcoming Releases and Retirements.



Stay in touch with Cairn Studio! The Cairn Collector Society News (published twice a year by Cairn Studio for its Collectors) loves to receive information and photographs from Collector Clubs.

Tips for peat club meetings from great Collector Clubs

Plan a theme meeting for the closest holiday. For example, the Gnome Gnuts celebrated Fourth of July by decorating with Uncle Sam, Sammy and the Salute to the Services fellows.

Invite people from the community to attend a club meeting. For example, get advice on insuring your collection from an insurance expert.

Take turns picking a statue for the "Cairn Spotlight." Choose your favorite Cairn artwork, explain why you like it, and the story of the artwork.

Share your ideas for decorating with your Cairn artworks.

Gnome Raffles are a big hit. Club funds are used to purchase a Cairn artwork. Each member in good standing receives one raffle ticket. Additional tickets may be purchased to increase your chances - these funds go into the club's treasury. Members who are celebrating a birthday this month receive two extra raffle tickets for free.

Gnome Bingo - always a popular activity! The top of the card should read G-N-O-M-E. Devote one meeting to getting the cards and name chart ready.

Design and print a special T-shirt for your Club.

Don't limit yourself to club meetings! Many clubs hold yearly picnics and Christmas parties.

Reward perfect attendance. Those with perfect records get their Christmas party dinner paid for by the club.

Start a newsletter. This is a great way to keep everyone informed of Club activities and upcoming Cairn events.

Get to know a Collector Club!

Several years ago we asked Collector Clubs to send information about themselves to the Cairn Collector Society News. We received a wonderful response from Alice Fallenstein, the president of the Gnome Gnuts, who are sponsored by Jeanette's Gallery of Thomasville, North Carolina. We are reprinting her letter here in our new Cairn Collector Club Booklet to again share this Club's great ideas and great enthusiasm.

To Cairn Collector Society News,

We would love to be included in your next issue!

Our official name is "The Gnome Gnuts." We have a lot of fun with our name! When we travel in a group and make reservations for motels and restaurants, we get a lot of reactions.

We were chartered February 1989 and we now have an enrollment of 104. We average having 75 in attendance at each meeting.

Our meetings open by singing the Gnome Gnuts Song." I have a crocheted Gnome hand puppet with which I direct the group in song. It gets us off on a festive note and you should see me smiling faces! We have roll call reading of the minutes, committee reports and then our program which pertains in some way to Cairn pieces.

Just before we serve refreshments we have our Birthday Celebration. Everyone who has a birthday in the current month receives an original birthday card. Enclosed in each card are two complimentary tickets towards the night's raffle piece. As the honorees come forth to deposit their tickets in the raffle container, we sing Happy Birthday to them as a group.

Then we have refreshments which are volunteered by our members who previously have signed a "Calendar of Refreshments" indicating the month they prefer to serve refreshments.

We average about 7 or 8 volunteers per meeting so we get a good variety and the tables are also decorated with Gnomes or other Cairn creations.

After we have eaten we play "Gnome Bingo," using kernels of corn as markers. Then we draw for our raffle pieces and adjourn.

We have an annual Christmas party and provide a complimentary dinner and a Gnome as a door prize for each Gnome Gnut who attended at least eight meetings during the year. Each guest wins a miscellaneous door prize so everyone takes home something from the party. We play our "Special Christmas Santa Bingo." We use red and green candy as markers. This makes our cards really look like Christmas Bingo! We also raffle off a substantial Christmas piece.

We have declared our May meeting as a time to honor our veterans. This idea was inspired by Dr. Clark's Woodspirits, "Salute to the Services." We have seventeen veterans in our club, and I wrote a song and a poem to honor them. Our "table of honor" was very patriotic. In the center was Uncle Sam, surrounded by the five "Service" pieces, with Patriot to the left and Sammy to the right. Snapshots of our veterans in uniform were displayed. Red, white and blue posters were mounted, patriotic balloons were used and the table was draped with red, white and blue garland. We displayed and pledged allegiance to the American flag. With heads bowed in silence, we meditated while Kate Smith's rendition of "God Bless America" played. It was inspirational and all the veterans felt honored, thanks to Dr. Clark's pieces, "Salute to the Services."

We went in a group to the Cairn Studio Museum in Davidson and we have been on several weekend trips going "Gnome Hunting.."

As per our bylaws: The purpose of this club is to preserve the history, creations and ideals in the minds and hearts of present and future generations, to promote fellowship among collectors, and to preserve Tom Clark creations.

These past four years have been very enjoyable!! We have developed friendships that are sure to last a lifetime!

We are proud to be "Gnome Gnuts!" Sincerely, Alice B. Fallenstein, President

GNOME GNUTS SONG

REFRAIN

I am a Gnome Gnut, a spirited Gnome Gnut!
It makes me happy to collect Tom Clark's!
You'll never know, friend, how much I love them!
Please don't ever let them depart!

When going Gnome huntin', it's always a pleasure,
To look for pieces that'll become a treasure!
We can look 'n' look and look forever,
That's because we all have "Gnome Fever"!

(Tune to "You Are My Sunshine")
Alice Fallenstein

Example of Collector Club Bylaws

BYLAWS

Article I

The name of this organization shall be _____.

Article II

The purpose of this Club is to bring, together Collectors of Cairn creations to promote fellowship, share information and gain more knowledge about Cairn artworks and Cairn artists.

Article III

The Club will be open to anyone who has an interest in Cairn-creations and is a fully paid (dues) member.

Article IV

The officers of the Club shall be: President, Vice-President, Secretary and Treasurer. The officers shall be elected by a majority vote for a one year term. Officers may serve for no more than two (2) consecutive terms.

Article V

Committees shall be appointed by the officers of the Club. The terms of all Committee Chairpersons shall expire with the administration of the President.

Article VI

**Order of Business: Call
to order
Reading and approval of minutes
Treasurer's report Committee reports
Unfinished business New business Program
Adjournment**

Article VII

The Bylaws of the Club may be amended or repealed by the affirmative vote of a majority of the membership.

Sample Invitation Post Card

The _____ would
(name of club)

like to invite you to our next meeting. All Collectors, whether new or established, are welcome. Come join the fun of Cairn collecting! Our next meeting will be:

Date&Time_

Location ____

For more information, call

at _____

Sample Reminder Post Card

Just a Reminder from
(Your Club Name here)

Our next meeting will be:

The following Club members have signed up for these duties:

Refreshments _____

Featured program _____

Games _____

For more information call _____ at _____

Sample Gnome Bingo Cards

G	N	O	M	E
Able	Minnie	Hugh Robert	Stymie	Funny
Mendy	Barney	D.D.S.	Say Hey	Colleen
Buzzy	Dinah	FREE	Allie	Hattie
Scout	Edison	Happy	Walt	Hopkins
Yogi	First Smile	Pearl	Jesse	Debbie

G	N	O	M	E
Bobbin	April	Judy	Danny	Dem
Perry	Grad	Flyboy	Jane	Stumpy
Who	Rep	FREE	Blackie	Cotta
Paddy	Naismith	Betsy Ross	Priscilla	Shorty
Nunny	P.S.	Teddy	Bertha	Charlie

Membership Application and Collector Information

Name

Address

Phone: Day

Evening

Collector Number

Favorite Cairn Statues or Series

Favorite Cairn Dealers

Programs or activities I'd like to see our Club do.

Programs or activities I'd like to present

Information Request Card

To be mailed to: Cairn Studio
 P.O. Box 400
 Davidson, NC 28036
 Attn: Collector Clubs

Cairn Studio, please help!

We are starting a Collector Club in:

(city and state)

Name of club, if known

Club meeting place and time, if known

We want to find other interested Cairn Collectors in the following zip codes (list first 3 digits):

Please have a Cairn Representative contact.

Address:

Phone #

May Cairn Studio give your name, address and phone number to other interested Collectors in your area, so that they can contact you directly?

Yes

No

Signature

Date

