## Everyone is a Chatelaine! Demo Tips

"Everyone is a Chatelaine" when it comes to new people! Here are some handy tips to help you encourage new people who visit us today:

- Smile and greet everyone who stops by!
- Invite them over to look at or watch what you are displaying or doing.
- When people are first learning about the SCA, they do not need to know everything about everything you do, so tell them about what you're passionate about without over doing it.
- Tell visitors about our scheduled demonstrations.
- Rather than "Let me know if you have questions," say
   "Are you interested in ....?," "May I explain ...," or "May I
   introduce you to someone who knows about ..."
- Present the SCA in a positive light.
- Remember to use newcomer-friendly terms like "modern" rather than "mundane."
- Have FUN! When we have fun, we make it clear to newcomers that the SCA is fun, too!

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