

# VETERANS OF FOREIGN WARS DEPARTMENT OF NEVADA 2019 - 2020 MEMBERSHIP PROGRAM



The 2019 – 2020 Membership Program and awards will run from July 1, 2019 to June 30, 2020 and are based on National Memstats.

**The future of the Veterans of Foreign Wars is in your hands  
Check the Memstats every week!**



**NOTE ABOUT RECRUITING:** It is everyone's responsibility to recruit. New members are closer than you realize. Encourage all members to talk to friends, neighbors, relatives, mail and delivery people, people waiting in line next to them, etc. All they have to do is ask: "Have you served?"

**NOTE ABOUT NEW MEMBERS:** Commander should appoint a mentor for each new recruited member. Mentors should reach out to welcome them aboard and make sure they know the time, date and place of your Post meetings and events.

**NOTE ABOUT RETENTION:** Every month starting July 2019, ask your Post Quartermaster for the Memstats list of Annual Post members with their annual subscription due date. Host a calling party at the Post and start contacting your annual members 90 days prior to their due date, then 60 days, then 30 days, then once a week till their due date. Go to their home if you have their address and talk to them in person.

## **Department of Nevada Membership Chairman**

Name: Herman Hagen

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Cell: (702) 374-1881

# **VETERANS OF FOREIGN WARS DEPARTMENT OF NEVADA 2019 - 2020 MEMBERSHIP PROGRAM**

## **District Commander Responsibilities:**

- Work with and help Post Commanders establish and implement their membership program.
- Appoint a District Membership Chairperson who knows how to organize, promote and recruit new members and can support and motivate your Posts' Membership Chairpersons. If no District Membership Chairperson is appointed, the District Commander assumes the position by default.
- Support the District Membership Chairperson during scheduled Post/District recruiting events.
- Keep membership materials ready for distribution if needed.

## **District Membership Chairperson Responsibilities:**

- Support Post and District Commanders by attending recruiting events.
- Stay in touch with Post and District Commander to see what kind of help they need.
- Help Posts and District meet planned percentages of membership goals.
- Order membership materials directly from National or contact Department of Nevada Membership Chairman.

## **Post Commander Responsibilities:**

- Appoint a Post Membership Chairperson who knows how to organize, promote and recruit new members. If no Post Membership Chairperson is appointed, the Post Commander assumes the position by default.
- Stay in touch with other Post Commanders and District Commander to solicit help for these events.
- Work with his/her Membership Chairperson to report recruiting efforts to the District Commander and the District Membership Chairperson.

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## **Post Membership Chairperson Responsibilities:**

- Work with Post Commander to develop a plan of action:
  - Analyze the current membership, and set a starting point using the National Memstats.
  - Set retention and membership growth goals for Mid-Winter, quarterly and end of year.
  - Contact Department of Nevada Membership Chairman, if help is needed.
- Select and organize a membership committee:
  - Select members who have knowledge of the VFW programs and their benefits.
  - Select members who have time to recruit during weekends, during the week, and/or at special events.
  - Encourage newer members to "Buddy Up" with these experienced recruiters during events.
  - Meet once a month with committee members to critique the last event and coordinate the next event. Keep a handbook of "lessons learned."
- Support membership goals by setting up multiple recruiting events:
  - Contact local businesses to get the ok to recruit at their place of business.
  - Check for local area special events.
  - Start recruiting in July and try to have one recruiting event every month/quarter thereafter.
  - Have your recruiting materials ready to go before the event.
  - Report completed recruiting events to Department of Nevada Membership Chairman as well as your normal chain of command with an email outlining:
    - Date and time
    - Location
    - Participants
    - Results
  - Stay in touch with other Post Membership Chairpersons and your District Membership Chairperson to solicit help/suggestions for recruiting events.
- Help meet membership goals at Post, District, and Department levels.
- Order membership materials directly from National or contact Department of Nevada Membership Chairman.

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## Mid-Winter Awards and Requirements Deadline Mid-Winter Per National Memstats

**District / Post Commanders or their Senior/Junior Vice Commanders must be present at the Mid-Winter Convention to receive awards.**

### **Mid-Winter Membership Percentage Award**

**Post over 100% membership and a minimum of 70% retention of Annual Members. Post must have a minimum of two new members.**

- \$150.00 check to the Post

**District over 100% membership.**

- \$150.00 check to the District

## Department Convention Awards and Requirements Deadline June 30, 2020 Per National Memstats

**District / Post Commanders or their Senior/Junior Vice Commanders must be present at the Annual Convention to receive awards.**

**NOTE: If the membership requirement is met after May 31<sup>st</sup>, your award presentation will be at your next District meeting.**

### **Department Convention Membership Percentage Award**

**Post over 101% membership and a minimum of 80% retention of Annual Members. Post must have a minimum of *four* new members.**

- \$150.00 check to the Post

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**Individual Recruiter Awards**

- 5 New members recruited = Belt Buckle or VFW Store Gift Certificate**
- 10 New members recruited = Coin and a \$50 *cash* or VFW Store Gift Certificate**
- 20 New members recruited = An additional \$50 *cash* or VFW Store Gift Certificate (\$100 cumulative)**
- 50 New members recruited = An additional \$100 *cash* or VFW Store Gift Certificate (\$200 cumulative)**
- 75 New members recruited = An additional \$100 *cash* or VFW Store Gift Certificate (\$300 cumulative)**
- 100 New members recruited = An additional \$100 *cash* or VFW Store Gift Certificate (\$400 cumulative)**