

THE HOW TO DO IT

Membership:

Encourage all members to get their dues in early
Use some type of incentives to get those Members to renew and get their dues in early. Use continuous membership years as an advantage. Invest in Continuous Year Certificates and Pins. Have an annual Awards Ceremony and use it to your advantage. It can be a money maker for a project or a break even dinner. Invite all of the Post Family to your event. I have attached a Certificate you can use or order the CD or certificates from Emblem sales. Some say it will cost too much. Wrong, what is the cost of a piece of paper and printer ink? Don't let it get in your way. Use the Awards Dinner to fund the pins. You would be surprised who will help. All you have to do is ASK.

Recruit new members.

Think of everyone you meet as a potential new member when you first meet them. Don't forget to look at the whole family. Recruit Dad, Mom, and the kids. This is a family affair. Get them all involved. Be sure to give the family a reason to join and stay a member. Once you sign them up, it should be your responsibility to see that they become involved in the Legion Family and stay involved. This is something we all forget to do. You will see your organization grow, be able to do more, and have a whole lot of fun. Be sure to use recognition as much as possible. It goes a long way. We have the Junior Shooting Sports Trailer and Portable Range available, use it. Get on the list early, so this means to plan your event early. Gun Shows are an excellent place to put the range and there is usually no charge for your space. All you have to do is ask the promoter. Ask the whole family to join in and recruit.

Americanism:

Junior Shooting Sports, Oratorical, Boys State, and Baseball are part of the Americanism Pillar. Get your members involved in these and see just how fast things grow. Set up committees to address each of the Americanism programs. You will be surprised to see how your membership will grow. Open the programs to all of the community. Request parental involvement, this will make the programs stronger and you will be surprised how many members you can recruit for the Legion Family.

V A and R:

Have members who want to help get together with the Legion and Auxiliary members. As a family we can do a lot. Remember, this is what we do, Assist the Legion and Veterans. Get together with the Post Family

and assist as much as possible. Don't forget get, the Veterans you assist are potential new members.

Children and Youth:

The CWF, The Children Welfare Foundation, is one of the great programs of the Legion supported by the Sons. By having a fundraiser for this great cause, you can bring your members and Legion family members together for loads of fun and raise money for the cause.

However, Children and Youth is so much more. There are many youth programs in your community, 4-H, Boys and Girls Club, Scouts, youth groups through churches, and many more. Get your members involved.

National Defense:

To uphold and defend the Constitution of the United States of America; to maintain law and order; to foster and perpetuate a true spirit of Americanism. Work together with the Legion Family to achieve this.

This is in our preamble; make it your life statement. Support your local 1st responders. They are our brothers and sisters. Have a dinner and awards certificates to show your appreciation. You can do this at an Annual Awards Dinner along with your Squadron's Awards Dinner.

**JUST REMEMBER YOU CANNOT BE TOLD
YES UNLESS YOU ASK!**