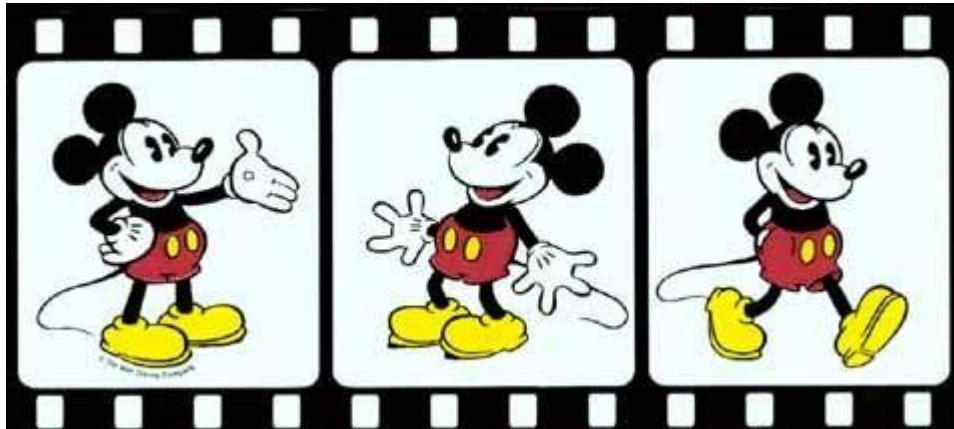


MEMBERSHIP

WELL. OUR MOVIE PRODUCTION IS COMING TO A CLOSE – BUT OUR STORY IS NOT OVER YET! AS OF 2/19/24, WE ARE AT **99.35%. WE ARE ONLY 65 SHORT (MEMBERS) TO REACH OUR FINAL CHAPTER . . .100%! AND “THE BEAST FROM THE EAST” IS CLOSE TO WINNING THE “GOLDEN MALTA TROPHY” FOR BEING IN FIRST PLACE! COME ON TEAM M & M – *WE CAN DO IT!* WE CURRENTLY HAVE 41 AUXILIARIES THAT HAVE REACHED OR SURPASSED THEIR PRODUCTION GOALS OF 100% OR MORE!**

CONGRATS!!



THERE’S STILL TIME, SO LET’S ROLL THOSE CAMERAS AND GET INTO ACTION AND RECRUIT AND RETAIN THOSE 65 OR MORE MEMBERS! DON’T FORGET THOSE NATIONAL AWARDS YOUR AUXILIARY CAN EARN! AND PLEASE GO TO MALTA, MEMBER RESOURCES, MEMBERSHIP TAB – AND USE SOME OF THE EXCELLENT TOOLS TO HELP YOU. I HAVE ATTACHED ONE OF THEM CALLED “SHRINK CHANGE”. DON’T FORGET DEPARTMENT STILL HAS A DRAWING FOR 1 AUXILIARY IN EACH OF THE 6 MEMBERSHIP GROUPS THAT HAS REACHED 101% PLUS BY MARCH 31ST FOR \$150.00! SO, PLEASE REPORT TO ME WHAT YOU ARE DOING AND WHAT YOU ARE USING IN MALTA. REMEMBER, APRIL 15TH IS THE DEADLINE FOR REPORTING!

Let’s show the Rest. . .that Maryland is the Best! Recruit, Retain & Grow

Betty Ann Johnson

Membership Chairman PH: 410-253-5550 email: bajfvwmembership@gmail.com

VFW Auxiliary Membership Moment

Shrink the Change

UNWAVERING SUPPORT



FOR UNCOMMON HEROES™

Here is a clever self-help technique that you can adapt and share with your Auxiliary members who may be hesitant about recruiting new members. It is called the “5-Minute Room Rescue,” proposed by Marla Cilley, a home-organizing guru who calls herself the Fly Lady.

Here’s what you do: Get a kitchen timer and set it for 5 minutes. Then go to the worst room in your house – the one you’d never let a guest see – and as the timer ticks down, start clearing a path, and when the timer buzzes, you can stop with a clear conscience.

While there’s not much good in only 5 minutes of cleaning, it gets you moving, and that’s the hardest part. Starting a difficult task is always worse than continuing it. So once you start, chances are you won’t stop at 5 minutes.

If people are facing a daunting task (for example, recruiting new members), and their instinct is to avoid it, you’ve got to break down the task. Shrink the change. Make the change small enough (5 minutes of recruiting at a time) that they can’t help but score a victory. Once people start to clean a single room (or recruit a single new member), their reluctance starts to dissipate, and their progress begins to snowball.