



LA SOCIETE DES QUARANTE HOMMES ET HUIT CHEVAUX

Joseph Steil

Sous Directeur Membership Region 2

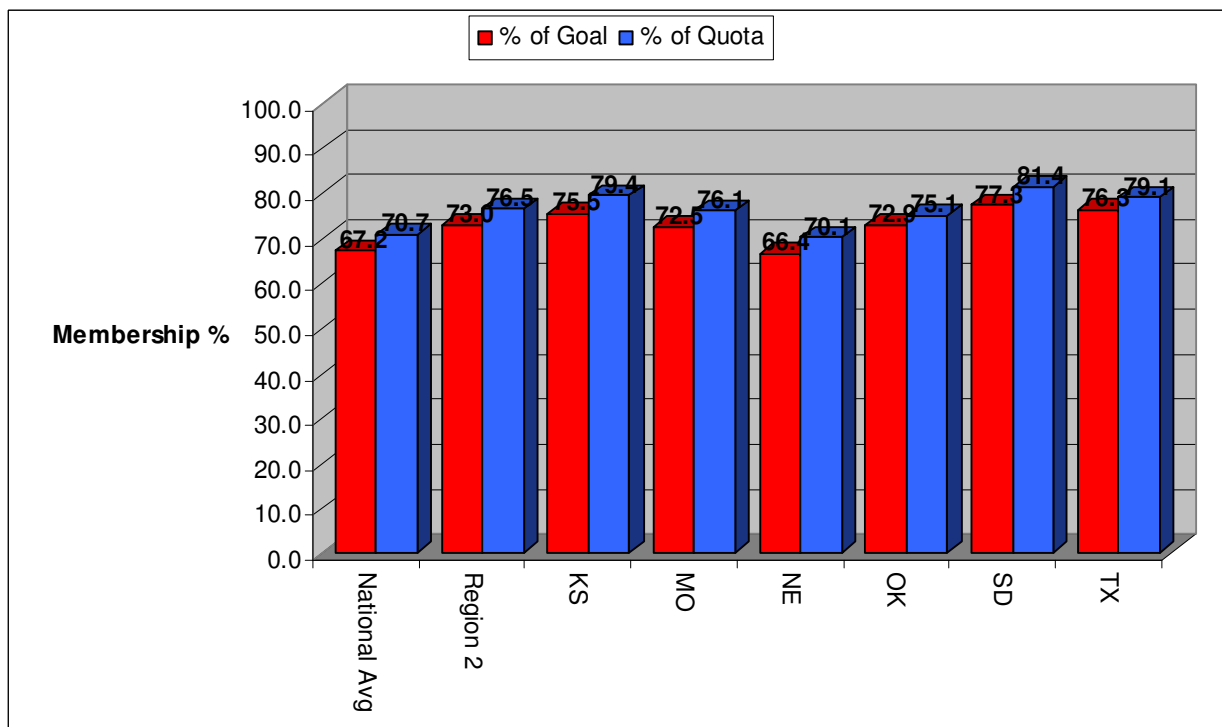
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December 2009

To Voiture Locale Chef de Gares, Correspondants, and Membership Directeurs:

I am sure all of you are getting ready for Christmas and New Years, but our next membership goal of 75% by 15 January 2010 is rapidly approaching. The graph below shows percentage of Goal and percentage of quota for each Grande in Region 2 as of 17 December.



As you can see, Region 2 is over the 75% milestone for quota. Congratulations to all! Grande du Nebraska had the biggest increase for the last month increasing membership by almost 20%. Great job! But we still have work to do to make 105% or better by the end of this 2010 membership year. There are still 3 Voitures at 0%. Please never miss an opportunity to push membership, which is the 'life blood' of our organization! Work hard to ensure that the 40 & 8 remains healthy and well! While the end-of-the-year *quota* established for each Grand is 100%, the *goal* is 105%. With the large pool of eligibles out there (including all honorably discharged veterans and active duty military personnel), there is no reason we can't do much better and exceed 110%.

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The 40 & 8 is the “Honor Society of American Veterans”. We should be proud to be in an organization that recognizes “a veteran is a veteran”.

Our 40&8 Nationale Public Relations Directeur, Tony Gallagher, puts out a regular email newsletter called “Keeping on Track with Tony”. One of his latest includes the following:

December 2009
December is a good month....for two reasons

Yes it is.

December is a good month, for more than what it is famous for. Christmas is very cool and you will never get an argument from me on this one. But December is also a great month for doing what your competition will not be doing. And that is ... touching base with your prospects during the week “between” Christmas and New Years.

Many folks think that this is dead time. It isn't. In fact, many people are sitting around cooling their heels during this week actually looking for something to do. Believe it.

So, enter you and/or your phone call and you will see that your presence will be welcome. But, don't over do your stay. As the famous sales mantra reminds us: Be bright! Be brief! Be gone.

This is a great month for a number of reasons. Be sure you cash in on all of them. Begin to make a list of potential members today.

Merry Christmas and thanks for reading this.
Tony Gallagher

Hopefully these hints will help in your recruiting efforts. If you would like to sign up for “Keeping on Track with Tony”, you can do so at http://voiture542.us/pr_manual.html.

I want to wish each of you and your families a very Merry Christmas and a Happy New Year! Thanks for your support of the Forty and Eight!

Yours in Service,

Joseph Steil

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