



To; All Division Vice Commandants,for your Department and Detachment Commandants. (please forward)

From; Dennis Tobin,National Jr.Vice Commandant

Subject; Unpaid/Delinquent,

Marines;

First, there seems to be some confusion regarding unpaid and delinquent members, they are the same. One year from initial membership the members annual dues are due,if they are not paid by that date the member will be listed as unpaid/delinquent on the next Detachment roster. That member will be carried as unpaid/delinquent for one year at which time he/she will be dropped from that Detachments roster.During that year the membership chairperson (Jr.Vice or whomever) should be working on getting that member back as paid and in good standing.

That being said,lets get one thing straight,the Detachment is responsible for their membership.I'll say that again,the Detachment is responsible for their membership.That means that at the start of every fiscal year,which is June 30, the Detachment Jr. Vice should be looking at his/her roster to see what members are coming due in the upcoming months.At that point the Jr.Vice should be sending out a reminder to those members the need to renew and send it directly to the Detachment for processing and forwarding to the Department and National.

The Detachment Jr.Vices job is membership and retention so there is no excuse for not doing the job you were elected to do,and it's the Detachment Commandants job to make sure the Jr.Vice does the job.It's not hard,you can scan your roster into computer and arrange it according to the months members are due,then generate a letter,email or phone call to notify members due for those months.There is to much sitting back at the Detachment level waiting for National to send out renewals.Two problems there,when a member gets the renewal from National many members send



it back to National with their dues, Then the Detachment has to wait to get the paperwork back to find out the member has renewed. The Detachment should be the first to know a member has renewed, so again the detachment should be taking care of their own renewals. That notice coming from National should be nothing more than a reminder to the member.

The Department also needs to be involved in this process. The Department Jr. Vice could simply send out a monthly notice to all Detachments that they need to notify all their members due for the upcoming two or three months. National is currently looking into ways to make this entire process simpler across the board. One idea that is being seriously considered is one renewal date for everyone, no matter when you joined. The best date to use would be the end of the fiscal year, June 30th. Your join date would still be listed on your card for proof of consistent membership.

Again, Detachment membership is a Detachment responsibility. It does not have to be a one person job, Jr. Vice, put together a committee to work with you and keep your membership in good standing. Also, the Mentoring program is a vital part of your retention program. Put together a list of active members that attend meetings and functions and when a Marine joins assign them a mentor to keep in touch with the new member and keep them informed of all Detachment meetings and functions. It's even easier if the new member has a sponsor, assign that sponsor as the mentor.

Detachment leaders, It's time to step up and take charge and be the leaders you said you would be when you ran for office. I can sit here and come up with programs and plans to assist you with recruiting and retention but if you don't implement them it's all a waste of time. all the tools you need are already in place Marines, you just need to start using them.



Think about the Marine Corps concepts of Squads and Fire-teams. Use those same concepts at the Detachment level. Form a squad and fire teams to go out and recruit and another squad and fire teams to work on retention. Come up with your own ideas, if they work pass them around for other detachments to use. Don't just sit there and expect National to keep your membership paid up and in good standing.

National, Department, and Detachment Officers, we were all elected to do a specific job, and when we campaigned for our office we swore we would do the better job, and then we took that oath of office and swore that we would in fact do the job to the best of our ability. Let's do it. We are a Marine Corps League Team and we have to work together as a Team to get the job done. Marines, if you took your current position for the title and recognition, and not to do the work that goes with it, please step aside and let someone who is willing do the job.

Last but not least, remember Marines, we currently have a recruiting contest/incentive program in place effective October 1, till the close of business prior to next year's National Convention. It is a cash incentive, with the drawing to be held at the National Convention in Oklahoma.

1st prize—\$1,000.00 each to a new member and the sponsor

2nd prize—\$ 500.00 each to a new member and the sponsor

3rd prize x 10—\$100.00 each to a new member and the sponsor.

Note- if the new member walked into the Detachment to join and there is no sponsor listed the Detachment will get the sponsor portion of the prize.



LEADERSHIP AND TEAMWORK

“ Authority does not make you a leader. It gives you the opportunity to be one.“

“ True leaders are not those who strive to be first, but those who are first to strive and give their all for the success of the TEAM. True leaders are first to see the need, envision the plan, and empower the TEAM for action. By the strength of the leaders commitment, the power of the TEAM is unleashed.”

Semper Fidelis
Dennis Tobin
National Jr. Vice Commandant