

**NEWS FROM
NARFE CHAPTER 860 CLEVELAND, TN
FEBRUARY 2023**

**NATIONAL ASSOCIATION OF ACTIVE AND RETIRED
FEDERAL EMPLOYEES**

Danny Britt, President; Bobbie Templeton, Vice-President; Annabel Webb, Secretary /Treasurer; Belinda Rollens, Sunshine; Don Rollens, Service Officer, Dean McAlister, Membership Chair/Newsletter Editor

Tips on Recruiting Chapter Members

It doesn't take a rocket scientist to determine that NARFE membership has been steadily dropping for several years. To make matters even worse Chapter membership is dropping even faster. In fact, our Chapter has suffered a 50% + loss of members during the past 12-15 years. As of the end of September 2022 the National membership stood at 145,844. We all would probably shutter if we knew what the membership was 12-15 years ago.

Most of the new members are opting to become "National Only" members rather than following up with a membership in their local Chapter. We are experiencing this in our Chapter. There are 8 NARFE members living in our local area that have taken this route of being a National Only member. To make matters even worse for Chapter recruitment, our current system doesn't disclose the identity of these new members living within our Chapter area. Therefore, we have no opportunity to reach out to them regarding chapter membership. NARFE headquarters admitted they are somewhat to blame by not adequately explaining the option new members have to join the local Chapter. Good news WO is taking steps to correct this problem.

With all that said we cannot sit back and let the WO do our recruitment. There are many helpful recruitment tools available to help with this recruitment effort.

Our Federation Membership Chairperson was right on when she said recently "When you recruit new members(s) it's a win win situation for everyone. We are helping NARFE to have a louder voice on Capitol Hill and we are increasing our workforce-Chapter Members that in turn can recruit new members."

I am sure many of you, after becoming a member, recruited at least one new member maybe even two or three new members. Wonder how that happened? Was it someone you worked with before retirement? I am sure it was. If we bring this theory into today's world the fresh member we recruit, who may be a generation or two behind us, recognizes the NARFE mission and how it can help them. So, what do you think could happen? This new retiree most likely will have friends they worked with, so bingo, deja vu all over again.

Let's look at or relook at some methods and tools in place that will help us recruit new members who will in turn recruit more members.

So, How Do You Recruit a New Member?

NOTE: Thanks to Rhonda Mooney, TN Federation Membership Chair for sharing the following vital and important information that will help us grow our Chapter.

The NARFE website www.narfe.org/membership-resources is a good place to start. This website has helpful recruiting tools. It provides a quick overview and a great way to let folks know what NARFE is and what NARFE does, as well as the benefits and value of NARFE membership.

The main benefit for me is advocacy. Advocacy is the reason I joined NARFE and the reason I remain a member. I also take advantage of NARFE perks. I saved over \$38 recently on a two-night stay at a Choice Hotel. Since advocacy and the perks are the main reasons that I am a NARFE member, that is usually the "selling points" that I find myself using as I recruit a new member.

For those of you who do not have access to the website, I listed a few items from the narfe.org website that you may find helpful in your recruiting efforts. Also, the following information was taken from a **sample letter and email sent to a prospect** and the famous **elevator speech**.

a. The National Active & Retired Federal Employees association (NARFE) has been protecting the earned pay, retirement, and health care benefits of federal employees, retirees, and their survivors for over 100 years. As the only organization solely dedicated to the general welfare of all federal workers and retirees, our mission is to ensure a strong federal workforce and secure retirement for you and your federal colleagues. By joining NARFE, you help strengthen every message we send to Congress and you fortify our national outreach.

b. With 900 chapters across the country, NARFE is active locally as well as nationally. Our chapters provide support for the legislative agenda NARFE is pursuing in Washington, DC. Also, they get involved in community and local social activities. Here you have the opportunity to add information about our Chapter activities, what you do in our Chapter and why you continue as an active member.

c. **What is NARFE?** NARFE is the National Active and Retired Federal Employees Association. It is the **only** organization **solely dedicated** to protecting and preserving the pay and benefits of all federal workers and retirees.

d. **NARFE Has Two Primary Roles:** 1) **Your Legislative Voice.** In-house influential lobbyists representing NARFE advocate on Capitol Hill on behalf of the federal community; 2) **Your Information Resource.** NARFE provides clear information and trusted guidance on complex federal benefits issues.

As a Member of NARFE You Receive:

NARFE Magazine and our weekly e-news brief, NewsLine--your best sources for the latest news and information on issues that affect federal employees and retirees.

Access to a team of federal benefits specialists for answers to complex benefits questions.

Exclusive access to webinars/online resources to take full advantage of your Federal benefits.

Legislative alerts on issues that impact the federal community. NARFE's online Legislative Action Center gives you easy access to your members of Congress.

Member-only discounts through our NARFE Perks program on many products and services that you use regularly.

NARFE members are eligible for disaster relief grants, and family members may qualify to compete for college scholarships.

Why Should I Join?

As a NARFE member, you have access to resources/information that help you save money, maximize the return from your financial plans, and receive the most out of all your federal benefits.

NARFE experts answer your complex pay and benefit questions.

NARFE Perks partners give you discounts on important services you need.

NARFE works tirelessly to protect your earned pay/benefits and support the federal community.

I hope you will find this information helpful in your recruiting efforts. For more information refer to the NARFE website (www.narfe.org). Please check it out and Happy Recruiting.

Now each of you should be ready to bring in new members to our Chapter. If you have questions, see my contact information at the end of the newsletter.

ANOTHER GREAT YEAR FOR CHAPTER ALZHEIMER'S EFFORT

Our Chapter scored another great Alzheimer's year in 2022. During the year our successful drives to raise money for NARFE Alzheimer's netted \$2,510.00. This money will be used to help NARFE and the Alzheimer's Association fund research projects. By agreement no administrative charges will be assessed. We don't know yet but the \$2,510.00 may well be the highest of any of the NARFE chapters in Tennessee.

We also had the Chapter 860 team again in the 2022 Walk2EndAlzheimer's in Cleveland. The community collected approximately \$46,000.00 for this Walk. Our total was \$3,850.00 which put us at team No. 3 out of 51 teams. In addition, 3 of our members were in the top 5 of approximately 300 walkers for this event.

Sixty-nine NARFE teams throughout the country participated and raised \$76,000.00. Our team, with \$3,850.00, was the 5th highest contributor.

As you can see this was indeed noteworthy. Our members responded along with many, many friends and family to make this a successful year. Alzheimer's is a terrible disease that has closely impacted many of our members. This is one way that we can make some sort of impact in the fight against Alzheimer's. As the chapter president, I want to express my thanks to all who helped make this possible.

DANNY BRITTChapter President

Potluck Meal Coming to a Chapter Meeting Near You

Potluck lunch will be at 12 noon, Feb 14, at Faith Memorial Church on 17th St. Cleveland. Crank up your special dish. Everyone is waiting on your surprise Valentine dish.

Please Note: Be sure to bring your canned foods for our host church food closet. They generously provide their facilities for our meetings. It is very important that we help our host church. They are very thankful for our donations. However, for the donations to be beneficial to the church and the recipients of the food we need to adhere to the following: Do not bring out of date food. The Health Department requires the church to toss all out-of-date food. **Also, for their food bank to be effective only the basics are needed, i.e., canned corn, green beans, soup, boxes of mac and cheese. Please no salad dressing, or items that children generally will not eat.** All food pantries are struggling due to increased demand and inflation.

FEBRUARY PROGRAM WELL-SUITED FOR RETIREES

Alvin Word who is a former hospital administrator will present our program. Alvin built and managed a hospice facility (Brookdale) in Cleveland. He is a registered nurse and still practices in hospice care and wound management. He is very involved in community activities serving on two boards, the Salvation Army and Cleveland Academy. He sponsors nursing scholarships at Lee University and Cleveland State. Alvin has a supply of hospital equipment that he will loan on request. With his medical experience and emphasis on end-of-life care, this will be good program suited to the needs of our members. Thanks to Lewis Kearney for arranging this program.

Special Members with Special Needs

Don & Belinda Rollens, Bobbie Templeton, Charlie Aulds, Charles and Sylvia Dupree.

Our Chapter regrets the loss of Ron McCall a faithful member. Continue to lift Celeste up in your prayers.

MEMBERSHIP REPORT: Chapter Members: 33 National Members: 8 (living in Chapter area)

Editor's Notes: Submit information for Remembering Members with Needs, Happy Items and Veterans/Military columns, Phone 336-2330; dmcalister41@hotmail.com; 693 McAlister Road NE, Charleston, TN 37310.

ANNUAL FINANCIAL STATEMENT
NATIONAL ASSOC. OF ACTIVE & RETIRED FEDERAL EMPLOYEES
NARFE CHAPTER 860
CLEVELAND, TN
JANUARY 1, 2022 – DECEMBER 31, 2022

Beginning Cash Balance, 01/01/2022 **614.15**

Income

Chapter Dues Reimbursement ***8.00**

Total Income **8.00**

General Expense:

Postage, mailing newsletter **27.87**

Checks for Chapter bank account **27.85**

Donation, Faith Memorial Church **50.00**

Total General Expense **105.72**

Ending Cash Balance, 12/31/2022 **516.43**

*Chapter dues collected by WO and distributed to Chapter

Annabel Webb Chapter Treasurer