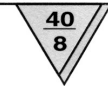




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Greetings from Nationale;

Membership report on Oct.29<sup>th</sup> showed Area III at 52.43%. This puts us in 3<sup>rd</sup> place of all the membership areas. I look at all the states in our area and see some of the most competitive colleges and universities in the nation. What happened to us? I don't know about the rest of you but I don't like being anything other than being on top. We need to revive that competitive spirit we had when we were younger and apply it to the membership drive. We need to make the other areas try and catch us at the top. Chef Brady's "JUST ASK" policy needs to be used on both re-newels and new members. Just think years ago when you saw a young lady that you wanted to go out with, what did you do? You asked her out and if she couldn't you'd ask her again later. Finally you got your way and she said yes. The same will work for re-newels and recruiting. To get the re-newels you have to show them you want them and need them back. To get the new ones you have to tell who we are and what we do. It's just like when you sold yourself to that pretty young lady. We all served our country so let's tighten that bond and help others while we enjoy our time together in La Societe.

I broke the area down and will call the Great Lake states the "Big 5". They are Indiana, Ohio, Illinois, Michigan, and New York. This group for "09" had 11,152 members which is almost 90% of Area III. I don't want anyone to use the excuse we have more to get that's why we are behind. You have more members on your team so it shouldn't be any different than the small Grandes. Of the smaller Grandes in our area N.H. leads all with 126.59% of quota. NJ. 84.02%, VT. 71.88%, MA. 57.72%, ME. 53.90%, CT. 47.56%, RI.10%. I'm sure the Great Lakes group is not going to let the east coast Grandes out do you on membership. At the present we have only 3 Grandes that are not above 50%. They are CT. IL. and RI. We go through membership every year so you should know who to push the hardest. Keep in contact with them and keep asking. I hope that when you look at the percentage figures this year you look as I do at the percentage of goal. By meeting goal is the only way we can grow.

Congrats and thank you for those who made the 50% by 15 Oct. Let's go out and get that 100% renewal from last year and then go after the new ones and enjoy bringing them into La Societe. When we get our membership done then we can have more time for our programs. I know Area III can do it but let's not wait. Thanks for your efforts, so far.

Barry K. Bovee