

# Membership

## Newsletter

20220721

I attended my first meeting as the State Membership Director on 10 Jul 2022. I had received an invitation from District 11 Commander Bobbie Kimmelman and I graciously accepted. I arrived early at Post 1, for two reasons. One, I could witness the Service Officer training that the District was providing for their members. Second, I could mingle and talk with the other earlier arrivals, you the Blue Cappers and our Post leadership. Thank you to those Commanders and Adjutants who invited me to your Post meetings. I look forward to attending these meetings, and please be sure to send me those invites. When the District meeting started, I was given the podium after SAL Detachment Commander Noah McMullen. I addressed the body, asking first who had seen my First membership article. I was pleased that over half the room raised their hand. As the Sgt at Arms was handing out my new business card, I asked them to flip it over- to reveal the QR code below. I explained that it will bring you right to the Department's website for more information. Prospective new members will be able to fill out the application and input payment information right there instantaneously. I let them know that I was in the process of developing fliers that we can hang out in the community; again, another way to get our name in every home, and potential businesses in our community. Department Commander Mike Simon, who spoke following me, said I stole some of his thunder when I talked about his concept of getting outside the four walls of the Post. It was shared by Commander Kimmelman that I have been asked to facilitate a couple of the courses at the National Membership Workshop in Indianapolis at the end of the month. The two courses are "Outside the Box" and "Every Legionnaire is a recruiter." I could not have been given two better topics to talk about. The coincidence of the Outside the Box topic line up with Department Commander Mike Simon's philosophy, "Outside our Four Walls." I cannot wait to get to work on our rejuvenation of our Members. I passionately believe that our membership goals can be reached if we retain our current members.

Rejuvenate (Members) through Buddy Checks and Open Houses,

Empower (Educate them), and

Develop (Our future Leaders) will translate right to our retention rate.

As your Membership Director, I can be reached at the Department email, [Membership@azlegion.org](mailto:Membership@azlegion.org) or this mobile number (480) 376-3649.

More to come--

For the Good of The Legion, making the right decision for the right reason.

Steve Sperl  
Membership Director  
Department of Arizona

