



Hello Amazing racers of the department of California.

November 2020

Well here we are in November this year is just flying by.

- We are off to a good start with still being under restrictions for the state some are stricter than others. Per nationals report the Western Division 2020-2021 Membership Year Report as of 11/12/2020 we are

	Membership Goal	Membership Total	Membership Percentage
California	19,093	9657	50.58%

I have been getting great feedback from the units and the momentum is there despite the challenges.

We have five units at 100% or more and 41 units at 75% or above, I think I will be terribly busy this year.

The Awards that are coming up:

- Recruit/Rejoin 5: 1st Deadline has been moved from February to December 14, 2020

Reward for recruiting 10 will be a special gift selected by the National Membership Chairman. The from is on the department we-site. The winner of the 2020 Recruit 10 drawing will receive her reward to attend the 2021 National Convention in Phoenix.

I was extremely impressed by the 10X10 that we received at the department everyone has been busy getting those members.

I know that the holidays are coming faster than we realize and with everything is still up in the air with the restrictions within each of the different counties all over California. I want to express safety above everything.

Some of things you could try within your units and even districts.

- Zoom meetings with your potential new members this way you could have a face to face with being safe and staying within the guidelines.
- Face time is another way to engage with your new member.
- Phone call each new application and or potential new members.

All these ideas are a great way for you to able to let them know all of the benefits we have to offer and giving them that personal attention could make the difference of them joining.

Juniors I know it has been extremely hard for the Senior members to meet but let us not forget about our Juniors. The same suggestions I gave above can go for them as well and better yet recruit one of your Junior members and have them reach out and make contact but I would give them a script and try to over see the meeting.

Please have your District reports to me by December 15th.

I want to wish each and everyone of you a wonderful Thanksgiving. Please be safe and healthy.

If you have any questions, please let know.

For God and Country.

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