



AFSA DIVISION 3

Heartland of America

“Recruit, Retain, Educate”



Chapter 804, Kansas City at their annual POW/MIA Ceremony of Remembrance. Seated in front is CMSgt (Ret) Charlie Sibert, (AFSA ,Life Member of 804) and WW II POW. Standing, left to right, Della McLane, Helen Hatz, Patti Dalzell, Melissa Knight, Harry McLane and Darrel Litter. Back row, left to right , Dale Lutzen, Charlie Knight, Charlie Dalzell and Mark Clark

So we can keep a historical account send pictures with dates, names, event, minutes etc. to Charlie Dalzell, cod1996@kc.rr.com

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Membership

AFSA continues to push for increasing membership. Without a large force we will continue to lose ground when it comes to fighting for our benefits.

Starting in January the first of several membership campaigns will take place Every AFSA member, to include Family Members can participate. Those in uniform will be limited to E-1/E-5, focusing on younger members.

Legislative Issues

AFSA’s seven major groups:

- Military Healthcare
- Veteran/Retiree Benefits
- Caring for Survivors
- Military Benefits & Programs
- Air National Guard/AF Reserve
- Education
- Military Families.



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Straight Talk, Division 3 President, SMSgt (Ret) Steve Zalesky



Each New Year comes with renewed challenges and opportunities. As we say goodbye to 2018, I'm optimistic about the prospects of the coming year and am looking forward to achieving new goals for our division. This next year will bring many challenges with membership recruiting, legislative challenges, chapter growth, and development.

As you know volunteers and members are the lifeblood of our Association therefore it is important to remember these things:

1. Make members feel welcomed. As soon as a member joins your chapter, introduce them to other members and the executive council so they get to know other members.
2. Provide members with the right motivation. Every member joined AFSA for different reasons. People often join an organization because it meets their needs. That need may be for camaraderie, for friendship, for belonging, giving back to the community or many other self-serving needs such as promotion, leadership, or even belonging to a group that has the same beliefs as they do. Ask your members what they are looking for, and give them positions or responsibilities that will support their goals.
3. Provide proper training. Make sure your members understand how AFSA operates and support they need to succeed at their task or appointed position.
4. Find opportunities for members (and family members) to get involved. Many of your members have busy lives, and are limited to how much time they can give-back. Be mindful of your members' time commitments, and do your best to set-up events or community service projects

at optimal times.

5. Share accomplishments and milestones. Members want to know they are making a difference. Keep them updated on progress toward your chapter's goals, and share achievements and success stories. Keep your members posted on social media and encourage other members to get involved.

6. Reward and recognize members. Give your members personal praise and public thanks so they feel acknowledged for the hard work they are doing. Recognize your committed members by recognizing them through your annual awards program.

The Membership-Recruitment Challenge. I can't write a newsletter without saying something about membership. The impact of recruitment is too critical to hesitate about asking people to join us. If we want to remain an effective force on the Hill, there is no room for procrastination or timidity when it comes to working to increase our membership strength. Truly, membership makes us who we are: a respected and influential voice in Washington. We need to challenge others to make a personal commitment to assist in the membership-recruitment challenge. The legislative impact of membership cannot be overemphasized: as our membership increases, our voice gets louder. As the volume increases, we can more readily have a positive impact on the lives of those we represent. I urge you to embrace the challenge!

Lastly, our 2019 Annual Division 3 Professional Airmen's Conference is quickly approaching and this year's conference will be hosted by Chapter 872 (Scott AFB), at O'Fallon, IL on April 25-27. The chapter is working hard to make this an enjoyable conference and I hope all our chapters can send as many delegates as possible. More information about the conference will be released over the next couple of weeks. See you in O'Fallon!

Division 3 is alive and well, and is the place to be!



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Division 3 Executive Council

	President	SMSgt (Ret) Steve Zalesky	president@afsadiv3.org
	Vice-President	SMSgt (Ret) Gary Swanson	vice@afsadiv3.org
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	Secretary/Treasurer	MSgt Jennifer M. McIntosh	secretary@afsadiv3.org



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How are you Communicating?

Chapter	Location	Media Type									
	AFSA HQ										
	Division 3										
804	Kansas City, MO										
851	Milwaukee, WI										
858	Minneapolis, MN										
872	Scott AFB, IL										
881	Whiteman AFB, MO										
883	Ft. Leonard-Wood, MO										
951	Ellsworth AFB, SD										
959	Minot AFB, ND										
964	Grand Forks, ND										
972	McConnell AFB, KS										
984	Offutt AFB, NE										
985	Tinker AFB, OK										
988	Altus AFB, OK										
990	Vance AFB, OK										

Click the links above to access the social media sites of D3 Chapters. If your chapter also has a site not listed, please email the link to afsadiv3@gmail.com so we can get it added to the next newsletter and in the future our website, www.afsativ3.org



Membership



“Hi! I’m Bobby and I’m glad to be here!” I’ve been saying that a lot lately since my move to a new base and new AFSA Chapter. Although tempting, I’ve been trying to say away from variations of the phrase “one time, at band camp...” We’ve all heard versions of this phrase pertaining to our last base, our last job and even our last AFSA chapter. As annoying as that may sound at times, these new perspectives are essential to what builds up our team! But that leads us to the question: “What is the best way to get plugged in and integrate with a new team?”

I was incredibly fortunate to have been at the same base for nearly a decade. This helped me get really involved in my local chapter, base and community. Now that I’ve found myself in a new area with new people and a new chapter, I’ve been asking. “Where do I fit in?” “What value can I bring to the team?” and perhaps most importantly, “How do I begin to integrate into this well-established team?”

We’ve all been skeptical of the new person in our work center. A new person moves in from out of state or out of country and they usually begin to integrate in one of two ways. Some will storm in, guns-a-blazin’ stating how they had a better way to do things at their last base, and they begin rocking the boat right away. On the opposite end of the spectrum, others will arrive and ride the wake for a very long time, contributing only what is required in fear of backlash from boat-rocking. There are thousands of approaches in-between, but which is best? I’d say that depends on the team dynamics since no two work centers across the Air Force are exactly the same. Similarly, every AFSA chapter is unique in a lot of ways. That uniqueness is what propels our association forward each and every year!

So back to being the new-guy like me. Being your Division 3 Membership Trustee, I can’t help but see things through a membership lens. I can go to any chapter and see areas that could be improved in reaching new members and maintaining value to existing ones. Sometimes that means getting out and just being more visible around the installation, and sometimes it means reassessing a chapter’s goals to ensure its providing value for its members and the community. In either case, like me, you’ll have to find that sweet spot that works for you and your chapter’s team dynamic...the spot between being pushy or passive when you see an area that needs improving.

When integrating into a new chapter, bring your skills...bring your experiences...bring your ideas! But remember back to how it felt to be on the receiving end of a work center who received a well-intentioned, hard-charger with great ideas to share. Someone who kicked down the door shouting “I’m here to fix everything you’re doing wrong!” If you notice an area for improvement, you’re likely to get far better results through a more collaborative approach. Try getting a feel for why the established chapter does things the way they do, then follow-up by incorporating your ideas to bring it to the next level.

Did your previous chapter have some sort of community service effort that served as a membership recruiting tool? Is your new chapter missing out on contact opportunities like Right Start, FTAC, or other events? Have you noticed something that could be stifling your chapter’s growth? If you have a potential solution to these or any other issue, bring it! Share your skills, experience, and ideas to improve your new chapter. However, be receptive to feedback...they could be a very good reason why your new chapter doesn’t do these things. As you learn, integrate and improve, keep your eyes open for things your new team is doing much better than your previous chapter—find the details on those things and reach back. Our entire Division will benefit from it!

Each AFSA chapter is doing great things and have the opportunity for exponential growth. The way to capitalize on those opportunities and create a stronger chapter is to integrate at the pace needed, be receptive to ideas from new arrivals and share your own ideas and experiences. Just like our great nation, we are stronger together. Happy recruiting!



Bobby Kazmir, MSgt.

Division 3
Membership Trustee



Click Link Above to Renew
Your AFSA Membership.



AFSA DIVISION 3

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2018 Division 3's Top 10 of Recruiting

Recruiter	Chapter	YTD	Lifetime
Kazmir	F0972	103	152
Zalesky	F0872	25	933
Stalder	F0972	24	56
Harrison	F0988	23	25
Bamburg/Carroll	F0951/0872	17	172/17
Kolwitz	F0851	14	365
Kary	F0959	10	118
Francis/Drawdy	F0959	9	2,212/12
Cantu/Imler	F0964/0883	8	12/37
Johnson/Rainford	F0872/0964	8	8/51

**422 People
Recruited!**

There are some great recruiting tools on HQ AFSA website.

<http://www.hqafsa.org/recruiting-tools.html>

<http://www.hqafsa.org/exclusive-afsa-member-benefits.html>



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2018 Division 3's Top 10 of Retaining

Retainer	Chapter	YTD	Lifetime
Kolwitz, Roland	F0851	117	3,477
Kolwitz, Jean	F0851	74	1,592
Dalzell, Patti	F0804	71	283
Zalesky, Steven	F0872	25	1,077
Kazmir, Bobby	F0972	9	21
Francis, Stephan	F0988	8	83
Harrison, William	F0988	6	6
Balmer/Bamburg	F0984/0951	4	4/84
Cantu, Marquia	F0964	3	28
A few with 2 then many	With 1		

**340 People
Retained!**

There are some great recruiting tools on HQ AFSA website.

<http://www.hqafsa.org/recruiting-tools.html>

<http://www.hqafsa.org/exclusive-afsa-member-benefits.html>



AFSA DIVISION 3

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2018 Recruitment by Chapter

2018 Retention by Chapter

<i>Chapter</i>	<i>Yearly Total</i>	<i>Chapter</i>	<i>Yearly Total</i>
F0804	11	F0804	73
F0851	26	F0851	194
F0858	2	F0858	0
F0872	74	F0872	27
F0881	2	F0881	0
F0883	8	F0883	0
F0951	35	F0951	5
F0959	28	F0959	2
F0964	21	F0964	5
F0972 *	68	F0972	11
F0984	26	F0984	7
F0985 *	83	F0985	1
F0988	34	F0988	14
F0990	2	F0990	1



Recruit/Retain Incentive Campaign



Reward the Recruiter/Reward the Retainer These new membership campaigns are designed incentivize and reward the recruiter or the retainer as well as inform, train, and educate young Airmen and NCOs on how to get involved and develop a sustained recruiting and retaining mind. These campaigns are not replacing existing individual recruiter and/or retainer programs.

GROUND RULES

Runs from **1 January 2019 – 31 December 2019** and may be extended into the next calendar year.

Both campaigns are open to all AFSA members, including Family Members. However, Uniformed Service member participation is restricted to those members in the grades of E-1 through E-5.

Promotion to the E-6 during the calendar year does not disqualify the recruiter/retainer.

An Airmen can repeat the recruiter and/or retainer reward process each year until they are no longer eligible to participate.

Existing recruiting and retaining incentive rewards will be utilized in conjunction with these campaigns (25/50 recruiter/retainer pins, SKYHigh/HighFLIER/TwinFLIER, recruiter and retainer credit). All recruiter and/or retainer incentives earned will be send directly to the recipient.

Recruiter and retainer campaign results will not be mixed (like Twin Flyer).

Recruiters or retainers eligible for the 1-year extension cannot transfer the membership to another AFSA or Family member.

Life member and Member for Life recruiters and/or retainer must provide their 1-year membership gift to any individual eligible for AFSA membership or renewal.

AFSA will provide incentives to all eligible participants based on achieving the following milestones:

15 Recruits/Retentions - AFSA President's Coin

25 Recruits/Retentions – Recruiter/Retention Pin

50 Recruits/Retentions – Recruiter/Retention Pin

52 Recruits/Retentions – 1-year membership extension. The recruiter/retainer record will be updated within 60 days of membership application verification – no submitted application declines.

52 Recruits/Retentions - Life Member and Member for Life recruiters and/or retainers will be rewarded with a 1-year membership gift, which they must share with any person their choice eligible for AFSA membership or renewal. This membership application must be activated and processed within 90 days of certification by the Chapter President and Member and Field. Unclaimed rewards will not be carried beyond the 90 days' timeframe.

A member can only receive one (1) free membership or membership extension per calendar year.

Recruiters and/or Retainers must use the AFSA approved Reward the Recruiter/Reward the Retainer membership form and/or the link on the AFSA home page (Reward the Recruiter/Reward the Retainer campaign will have a specific source code to track recruits).

Only standard membership rates (1-year for \$36, 2-years for \$63, and 3-years for \$75) apply for these campaigns.

Members recruited/retained utilizing approved special membership campaign initiative and the associated membership rates will not count toward the Reward the Recruiter/Reward the Retainer total of 52 recruits/retentions. However, they will count toward SKYHigh/HighFLIER/TwinFLIER qualification status.

Chapter Presidents and/or Membership Chairs will inform AFSA Member and Field Services of the participant's recruiter ID and the chapter will track each recruiter/retainer's activity; informing the member when they achieve a recruiting/retention milestone.

Chapter Presidents and/or Membership Chairs will provide AFSA Member and Field Services and their Division President an after action report of issues faced by their recruiters so we can address issues quickly.



Family Matters



Greetings from the land of snow and cold!

As you know, I ask for feedback from the Chapters on their Family Matters activities. I hear from a couple of you, but I would love to hear from all. I know you are doing things as far as family activities are concerned and maybe you are doing something that another chapter would like to try. The idea is to share what you are doing.

Would like to welcome Wanda Keifer as the new Family Matters Trustee for Chapter 804, Kansas City, MO.

Chapter 851 has been sending me information and their activities include sending Care Packages overseas. This is a young AF family in Germany with one of the packages they received from our Chapter. The high school kids in Germany have parents that are deployed or stationed in Germany.



The Chapter has a new POC in Germany and it is thru this POC that the Care Packages are being sent. The Chapter has had a Schwan's Fundraiser going so that they can continue to send the Care Packages overseas. Their goal was to raise \$500 and they raised \$455 of that goal.

The Chapter also works with the Homeless Vet Shelter in Milwaukee. Also, they continue to send the manufacturer coupons to the overseas commissaries.

They continue working with Support the Troops and receive popcorn and snacks from Support the Troops to send overseas and to hand out to the Homeless Vet Shelter.

Chapter 984 hosted a Spaghetti Dinner and Game Night in conjunction with the Chapter for their quarterly Family Matters event. This event included games for the children and they raffled away some door prizes that were aimed for the children also.

So, let me know what you are doing and I will be more than glad to include it in my reports.

Yours in AFSA,
Jean Kolwitz
Division 3 Family Matters Chair



What U “Ott” 2 Know The 7 Knows of AFSA



Kevin Ott CMSgt (Ret), USAF,
AFSA Division 3,
Legislative Trustee

The number (or numeral) Seven (7) is considered by many to be fascinating, possibly even magical. How many of us have been in a casino when 7-7-7 appears on the slot machine bringing shrieks of excitement (followed by a jackpot payout). Then there are the self-help books and articles such as “The Seven Habits of Highly Effective People” or “Seven Characteristics of Emotionally Strong People”. So what’s so special about the number 7?

The number 7 has played a historically significant role in society, culture, religion, and even psychology. Here are 7 reasons we are so drawn to the number:

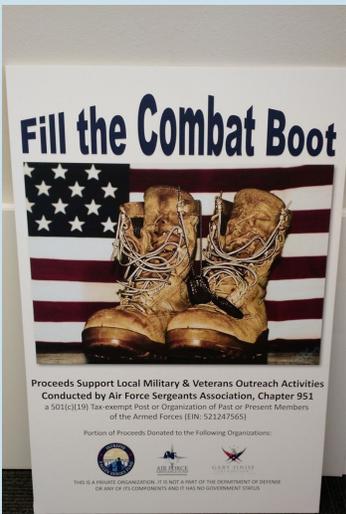
- 1) 7 is prominent in many cultures (such as the “Seven Wonders of the World”)
- 2) 7 is used prominently in many major religions (Judaism, Christianity, Islam, Hinduism & Buddhism to name a few)
- 3) 7 is often associated with luck and magical properties (the legend of the seventh son of the seventh son)
- 4) 7 matches our short term memory capacity (ever wonder why phone numbers are 7 digits long?)
- 5) 7 is prevalent in nature (There are 7 oceans, 7 continents, a rainbow has 7 colors, there are 7 holes in your head)
- 6) 7 Dwarfs (Bashful, Doc, Dopey, Grumpy, Happy, Sleepy, Sneezzy)
- 7) 7 is Bond...James Bond (Secret Service Agent, code number 007)

And there’s also the “Marketing Rule of 7” established in the 1930s, that states a prospect needs to “hear” the advertiser’s message at least 7 times before they’ll take action to buy that product or service. For organizations such as AFSA it’s been proven over and over that the more positive contact you have with members and prospects; the easier it is to develop and sustain relationships and ultimately increase chapter membership and member participation within the organization. Today, in the digital era AFSA is but one of thousands of companies, causes, organizations, etc. who are vying for current and potential members’ attention.

So that brings us to “The Marketing Rule of 7 in the Digital Age”

- 1) **Expand Your Marketing Channels:** Don’t restrict your marketing to one channel. Use as many channels as you want. Take a look at the biggest brands today, and you’ll notice that they are everywhere.
- 2) **Leverage as Many Forms of Content Marketing as Possible:** You can create video content, start your own podcast, leverage user-generated content, have your content syndicated, and more.
- 3) **Make Frequency a Part of Your Strategy:** Data shows that businesses that blog or post 16 times or more per month get 3.5 times more traffic and 4.5 times more leads than businesses that blog or post less than four times a month. No matter your marketing strategy, the importance of frequency cannot be overstated.
- 4) **Build an Email List:** Email makes it much easier to reach out to the same people with greater frequency. Businesses can expect a return on investment of \$38 for every \$1 spent on email marketing. So, having an email list makes it much

Click picture for Details



Honoring our Patriots

Click picture for Details

What you “Ott” to Know Cont....

easier to reach out to your prospects multiple times.

5) Start Contributing to Industry Blogs and Media Publications: It’s easier than ever to contribute articles and blog posts to a variety of publications if you can position yourself as an industry expert. If you have specialized knowledge about your industry, reach out to the major publications and blogs that resonate. This makes your brand more familiar in your niche.

6) Embrace Social Media: It goes without saying that businesses should be utilizing social media in today’s environment. However, don’t just stop at Facebook and Twitter. Look for industry-specific social media sites as well as new ones that are gaining in prominence. Be where your audience is.

7) Leverage Advanced Technology: Thanks to advanced technology, you can be omnipresent without having to do anything extreme or technical. With retargeting and remarketing, you can make sure the same set of people see you on their favorite search engines, social media sites, blogs, email inboxes, or other places they frequent online.

“We can’t afford that!” True, AFSA can’t follow the “Digital Age Rules of 7” to the letter – but we can leverage their intent.

I refer to that as “The Seven (7) Knows of AFSA”:

1) Know AFSA: Familiarize yourself with the AFSA’s history, mission, organization, and recent achievements AND be able to tell the story to prospective members and your community. Remember that AFSA is inclusive, with full membership for ALL Services, ALL Ranks, Active Duty, Guard, Reserve, AND their FAMILY MEMBERS!

2) Know (and be known by) your AFSA chapter’s members: Are there names on your membership roster that you can’t place a face to the name? When was the last time you reached out to all your members, extended an invitation to monthly meetings, activities, events?

3) Know (and be known by) your local installations’ military leadership: Commanders change out every two years, Chiefs and First Sergeants move in/out nearly as often...Do you extend a welcome and invitation to attend (or speak) at chapter meetings?...Do you ask them “What can we (AFSA) do to help the installation?”

4) Know (and be known by) your areas’ elected officials (and/or their staff) at the City, County, State, and National Levels: Host open Legislative or Community Affairs forums for your installation community to hear from and speak to those officials. Attend local coffee chats, or other forums hosted by other organizations – those are great networking opportunities to “AFSA-cise”.

5) Know (and be known by) the local (on and off base) military and veteran professional organizations’ leadership and membership: From Airman’s Councils to the CGOC your installation has many private organizations that your Chapter can partner with. Likewise, there are many veterans’ organizations in your community such as the VFW, American Legion, DAV, TREA, Team RWB, etc. that your Chapter can partner with and/or provide outreach to. Remember that Together Everyone Achieves More (TEAM).

6) Know (and be known by) your local areas’ business leaders, Chamber of Commerce, and media (print, radio, TV, social media) outlets: The business community outside your installation lies as a largely untapped resource – one that obvi-



Kevin Ott
CMSgt (Ret), USAF,
AFSA Division 3, Trustee

What you “Ott” to Know Cont....



ously appreciates the military (from a financial standpoint) and also one that wants to reciprocate their thanks. Consider joining your local Chamber of Commerce, no better way to start building those relationships. Local media provides a key element to success – publicity. From early morning local news talk shows to special “Human Interest” stories there’s no better way to establish AFSA into your local community. If you don’t send out a media release in advance of your upcoming events and activities, it’s time to start!

7) Know how to effectively use your Chapter’s Social Media (Facebook):

First a simple fact: Over two-thirds of Americans (68%) have Facebook profiles. Now, look at your Chapter, Division, and AFSA International FB pages. Each of those, based on the earlier statistic should each have around 68% of their respective membership “liking” or “following” those pages – unfortunately we are far below those goals. So, what do we do?

First, if you are a chapter or division FB administrator, “Like” all the other chapters’, divisions’, and international’s FB pages. Then, start liking or commenting on the various posts, share those pertinent posts to your chapter & division pages. Why? By doing this you are generating interest (the thing that the various Facebook algorithms use) to highlight in your news feed. Now, time to “kick it up a notch” – do likewise and like your installations’ official FB pages, join the installation’s spouses page, like and follow the installations’ private organizations’ pages. Do you have annual “benchmark” events that your chapter is known for? Create a Facebook page just for each of those events!

Now let’s let kick in the afterburners – like your local media’s FB pages, local areas’ veteran groups’ pages, local areas’ event pages, and well each and every page that would help promote your outreach activities and spread the AFSA message.

While your Chapter may only have 200 members on the roster, and only 20 attending a monthly meeting, by effectively using Social Media (Facebook) your message, your event can easily reach thousands!

Oh, and finally – Like and follow all those AFSA FB pages from your own profile as well. I find it much more pleasurable to have my news feed filled with stories of “Good People Doing Good Things” than all the negativity.

It’s time to ROCK 2019!!

Click Picture Below for AFSA Legislative Platform Highlights



LEGISLATIVE PROGRAM

REPRESENTING
100,000
AFSA
MEMBERS



Legislation

We Defend and Protect
Your Earned Benefits
and Advocate for
Your Future





AFSA Division 3

Electronic Communications



With the end of another year it is time to look back at what we did right, what we did wrong and what we can do better going forward. I know your Leadership at the AFSA HQ and Division level have already started the process and I hope each chapter is doing the same.

So, I can start with the easy assessment—social media and other forms of communicating with your chapter members. Most chapters have an active Facebook page and try and utilize it to the best of their abilities. Even the chapter at Minneapolis is starting to come back to life and has made a few posts. While some chapters, such as mine, Chapter 951, utilize Facebook for almost every aspect such as posting events, pictures/stories, articles, etc., some just post a simple picture from an occasion event.

If the question is are we utilizing the methods of social media that are available to us enough, the answer is “yes” if you know the makeup of your membership and what they use. It doesn’t do your chapter any good to put all your information, events, etc. out on Facebook or even a website if the majority of your members either don’t frequent the internet or they don’t even have a computer.

On the flipside, you are wasting your money to send out hardcopies of newsletters if the majority of your membership gets their information from what is posted on the web, such as Facebook, Twitter, Instagram, etc. I’m reminded of what AFSA VP Tim Litherland said about the day each month overseas the AFSA magazine would arrive and you could see the majority of them on the floor of the post office. Now look at this from the perspective of your chapter newsletter asking if your membership is doing the same thing or are they reading what they get.

I would say this does not happen with members of Chapters 804, Kansas City or 851 in Wisconsin, whose membership probably counts on their newsletters arriving so they can be kept up-to-date on what is happening. For the rest of our chapters it may range from a mixture of how you get the word out to maybe you send nothing out at all. I would at least do three newsletters which also happens to be the current minimum requirement for the Communications award.

Now this brings us to the pending question, what are you doing to make contact with all your members, if at all? I’d say most of us/our chapters are guilty of this including me/my chapter. For example, several years ago my chapter planned a members’ cookout and I suggested to the President we should contact all the retired members to see if they would want to come out. The President’s response was they were only concerned about reaching the active duty on base. While it may have been good at the time for our numbers, I don’t believe it was the right thing to do. Another example was me deciding to call up some of the people who had lapsed (after the fact) to see if they would consider renewing. The first person I contacted his wife told me he had passed two months ago. Maybe if we had been in touch we might have known. Coulda, woulda,



AFSA Division 3 Electronic Communications



shoulda.

There could be so many treasurers waiting to be found within our roster. I can attest to just that. Several years ago when I was the chapter president at Buckley AFB, CO I was going through our roster and I came across a gentleman who had been an AFSA member since 1961. If you know AFSA, you understand the importance of that year. So, I called and found out he was one of the 1,000 AFSA Charter Members. We invited him to attend our awards ceremony to present the AFSA Airman/NCO awards. He enjoyed every minute.

You can look to your own chapter as well. Where would the Altus Chapter or Division 3 itself be without Steve Francis and what he has brought to the table. I bet Terry Turner and the Tinker Chapter could tell you some stories about Don Sullivan and the void of not having him around now. Then there is there are Chapters 804, Kansas City and 951 in the Black Hills of South Dakota who have/had past International Auxiliary Presidents as part of their membership.

Finally, there is the Division's iconic duo, Bud and Jean. How many of us over the years have gotten an email of encouragement or opinion from these two? I'm sure I probably misspelled something in this article and Jean will point it out as she always does, helping me put out the best Newsletter I can. I'm not sure what will slow these two down since car wrecks, physical therapy and surgeries don't seem to have too much affect. Sort of gives new meaning to the phrase, "What's your excuse" when asking people why they don't support AFSA.

Here is my challenge to you for this year, try and reach out to all your members, especially those who are retired, lifetime members, and/or vets who your probably never see and may never see at a meeting. Don't take it for granted that they are "locked in" as members. I'm sure they'd appreciate it that you at least reached out to them, and who knows, you may then see them show up to a Chapter meeting or event.

Finally, my goal for AFSA, if they don't already have it, is to have a Hall, or, in the case of AFSA HQ, a Wall of Fame. It is so we can remember everyone who came before us that made AFSA what it is today. There are several names we could mention and many of them came from Division 3, The Place to Be.





AFSA
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3

Heartland of America

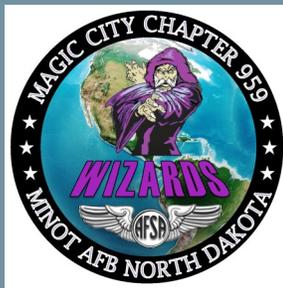
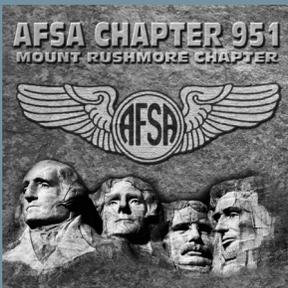
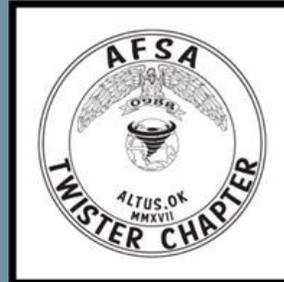
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From AFSA Website Click [Here](#) or Click Below

AFSA Chapter Officer Training

Module 1
Officer Roles and Responsibilities

AFSA Chapter Officer Training

Module 2
AFSA Organizational Structure

AFSA Chapter Officer Training

Module 3
Chapter Elections

AFSA Chapter Officer Training

Module 4
Chapter Operations

AFSA Chapter Officer Training

Module 5
Reports

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Module 6
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