



AFSA DIVISION 3

Heartland of America

"Recruit, Retain, Educate"



Experiencing the 2016 AFSA PAC in San Antonio, TX, members of D3 now how to have fun. Tag...You're It.

Inside this issue:	AFSA's Legislative Update	AFSA Membership
Z-Talk	<p>It doesn't matter what your political party, or who you support locally, at the state level, or at the federal level. If you don't vote you are part of the problem that leaves America on the wrong track. Every generation has to answer the call to save our future from politicians who ignore our concerns and desires. That call is now going out to our generation. The question is will we answer the call or surrender to skepticism and doubt? I hope we answer the call but that is up to you.</p>	<p>"We really have to get busy and retain our members if we expect to stay strong. I understand there were some factors working against us this year, but I know we can overcome any problems may face in retentions. We work so hard to get them in the front door only to have them leave out the back"</p> <p>Roland "Bud" Kolwitz Division 3 Trustee for Retentions</p>
2016 PAC		
Executive Council		
Chapter Listing		
Membership		
Recruit/Retain		
Family Matters		
Communications		
Legislation		
Chapter Happenings		
Training		



AFSA DIVISION 3

Heartland of America

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



Greetings from your Division 3 President,

With busy lives, it can be hard to find time to volunteer. Why do people volunteer and want to be involved in the local community?

What is the motivation for people to take their time, efforts, and talents and want to become involved? Why do volunteers to get involved and stay involved? *The question is WHY?*

Motivation is usually the #1 reason why people get involved. People do things for their reasons, not yours, so our role as an Association is to create a culture that motivates each member to get more actively involved. People often volunteer with an organization because it meets their needs.

Volunteering provides the opportunity to try something new, gain experience, develop leadership skills, improve your career prospects, build confidence and most importantly meet new people. Much of AFSA's effort is built upon community service and volunteerism.

When a friend personally asks someone to volunteer, it is often hard to say, "No". If the friend is excited about a certain cause, he or she is the best person to do the recruiting. Many people join an organization and work as a volunteer because a friend asked them to get involved.

The advantage of having a recruiting team is too build upon the synergy of brainstorming and talents of numerous people. Two people only have so many contacts; however, a recruiting team of ten people can produce hundreds of potential volunteers. This concept can be directly contributed to each chapter's membership team. The more people who are actively recruiting new members the further our reach is to non-members to join and volunteer.

People often join an organization because of a self-serving need or because someone influenced them to join, but in time they become more passionate about the cause. This is our Association's goal with each member; to get each member more actively involved and in-turn they will bring their friends/co-workers along to volunteer and as an Association will grow our membership base.

AFSA does appreciate is built upon volunteerism. The benefits of participating in a community service event is realizing the impact of the group's efforts can have on another person and their life.

We must remember AFSA is a volunteer service based organization. The benefits of participation in community service activities are endless. Community service should benefit someone other than yourself and should be done because you want to give-back, not because you are required to. So ask yourself WHY NOT!

Division History

Chapter Presidents wanting something in Division History, submit to Charlie Dalzell , email cod1996@kc.rr.com

2016 AFSA International PAC





May - Aug 2016

AFSA DIVISION 3

Heartland of America

Division 3 Executive Council



President

SMSgt (Ret) Steve Zalesky

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Vice-President

SMSgt (Ret) Gary Swanson

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Trustee 1, Membership

MSgt (Ret) Jared Langenstein

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MSgt (Ret) David A. Bamburg

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Trustee 3, Legislation

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Trustee 4, Retentions

MSgt (ret) Bud Kolwitz

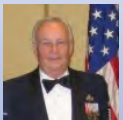
trustee4@afsadiv3.org



Family Matters Chair

Mrs. Patti Dalzell

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Historian

SMSgt (Ret) Charlie Dalzell

historian@afsadiv3.org



Treasurer

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Senior Advisor

SMSgt (Ret) Dale Lutzen

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AFSA DIVISION 3

Heartland of America

How are you Communicating?

Cruzing the Web

<u>Chapter</u>	<u>Location</u>	<u>Internet</u>
	AFSA HQ	
	Division 3	
804	Kansas City, MO	
851	Milwaukee, WI	
858	Minneapolis, MN	
872	Scott AFB, IL	
881	Whiteman AFB, 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	



JARED LANGENSTEIN,
MSgt, (Ret), USAF
Membership Trustee

[Download the Recruiting Handbook here.](#)



First and foremost, I want to say great job stepping on both the recruiting side and the retention side. However, coming on the heels of the International convention, we must reflect on the strength of our organization and where that strength comes from. We all know that our biggest strength is in our numbers. So how do we as a division stack up and how do we continue to build that strength? The answer is simple, recruit, recruit, recruit. Currently Division 3 has 11,453 members. We have recruited and AFSA leading 562 new members. To those of you who have been recruiting and retaining, our entire organization thanks you.

Currently, we have 15 recruiters with 10 or more recruits this year. That is GREAT!! However, there is a lot of room for improvement. We have 14 recruiters with 5 or more recruits and we 54 recruiters with 4 or less recruits. That means that we only have 83 members within our division of over 11,000 members doing any recruiting. This is where we can focus our efforts. Chapter presidents and Membership teams, we must become innovative in our recruiting efforts. This means that we need to figure out ways to build excitement around the organization. This will enhance our recruiting as well as our retention numbers.

Another thing that we can do to enhance our membership numbers is to incentivize our recruiters. Every month we receive a rebate check from HQ AFSA. A lot of people are adding this money to their chapter bank accounts. However, this money should be utilized to jump your recruiting numbers. For instance, if you receive a \$150 rebate check, you could give your top recruiters a \$50 gift card. This would create excitement around our recruiting process. You could also purchase items off of the chevrons store to give to your new recruits as an “instant gratification”. One thing I have discovered through discussions with our younger members is that they want to know they are getting something for their money.

The bottom line is that we must get aggressive and innovative with our recruiting efforts to ensure our organizations relevance in the future. The continuing decline in membership numbers only means bad news for AFSA. WE are the future and if our organization fails it is on OUR shoulders. We have some very large chapters that are not recruiting to levels that should be expected.

Currently Division 3 is doing the heavy lifting for AFSA, when it comes to recruiting and retentions. As a division we are 3rd overall in recruiting and 1st overall in Retentions. We could not have achieved this without the hard work of the AFSA one percenters. As we press through the 4th quarter I encourage you all to strive to hit new heights in recruiting numbers. Get with your membership teams and see what you can do to make a difference today!

I would like to recognize the top recruiters and retainers both individual and chapters for all of their hard work. You folks are all true leaders and make a difference each and every day.



AFSA DIVISION 3

Heartland of America

2016 Division 3's Top 10 of Recruiting

Recruiter	Chapter	YTD	Lifetime
Hart, Patricia	984	91	91
Young, Jessica	951	33	58
Pitts, Jeremy	959	27	42
Friend, Eva	872	26	26
Zalesky, Steven	872	25	869
Depuy, Ashley	872	24	24
Francis, Stephan	988	24	2,165
Imler, Michael	872	19	19
Kolwitz, Roland	851	18	328
Baskiewicz, Stephen	872	17	18

**504 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>



AFSA DIVISION 3

Heartland of America

2016 Recruitment by Chapter

<i>Chapter</i>	<i>May</i>	<i>Jun</i>	<i>Jul</i>	<i>Aug</i>	<i>Yearly Total</i>
F0804	0	0	0	0	6
F0851	6	2	2	1	19
F0858	0	0	1	0	1
F0872	15	30	19	17	146
F0881	1	7	2	0	21
F0951	11	13	1	1	43
F0959	13	6	15	2	51
F0964	1	0	1	0	9
F0972	7	0	4	0	28
F0984	29	17	13	1	128
F0985	3	1	1	1	18
F0988	3	4	1	3	28
F0990	0	2	0	0	6



AFSA DIVISION 3

Heartland of America

2016 Division 3's Top 10 of Retaining

Retainer	Chapter	YTD	Lifetime
Kolwitz, Roland	851	109	3,212
Dalzell, Patti	804	47	115
Kolwitz, Jean	851	32	1,362
Zalesky, Steven	872	24	977
Sidel, Travis	984	9	86
Hart, Patricia	984	5	5
Friend, Eva	872	5	5
Belt, Mary	872	5	6
Bradshaw, Arthur	872	3	3
Simes, Shonta	881	2	3

**224 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

Heartland of America

2016 Retention by Chapter

<i>Chapter</i>	<i>May</i>	<i>Jun</i>	<i>Jul</i>	<i>Aug</i>	<i>Yearly Total</i>
F0804	4	1	8	1	49
F0851	15	15	20	15	113
F0872	1	2	3	4	34
F0881	0	0	0	0	2
F0951	0	0	0	1	2
F0959	0	0	0	0	1
F0964	0	0	0	0	2
F0972	0	0	2	0	3
F0984	3	1	1	0	15
F0985	0	0	0	0	3
F0988	0	0	0	0	0
F0990	0	0	0	0	0



AFSA Division 3

Family Matters

May—August 2016



Patti Dalzell

AFSA Division 3 Family Matters Chair

prd1996@kc.rr.com

From May thru August, a total of nine Family Matters updates were sent out to the Chapter Presidents and/or the Family Matters Chairpersons. Each Chapter was responsible for coming up with a summer project involving their **Family Members**. The majority of the Chapters responded with what they were doing for their summer project and write-ups and photos were posted on their Facebook pages. KUDOS to all of you for a job well done!

This is my last article as your Family Matters Chair. At the International PAC, I was appointed by International President, Jeff Ledoux, to serve on the AFSA International Executive Council as the Family Matters Trustee. I am happy to announce that Jean Kolwitz has been appointed as my replacement. Jean has many years of experience with AFSA and I know she will be an asset to our Division as Family Matters Chair.

In closing, I want to thank the Division 3 Executive Council, Chapter Presidents, and especially the Chapter Family Matters Chairpersons for supporting me these past two years. It was my utmost pleasure to serve as your Family Matters Chair.

Take care, God Bless, thanks for all you do for AFSA, but most of all **Thank You for Your Service!**

#WEAREAFSA #AFSAGIVESBACK
Proud AFSA &
AIR FORCE
Family





AFSA Division 3

Electronic Communications



MSgt (Ret) Super Dave Bamburg



For the last few months Division 3 has been moving at a fast pace in the world of Communications. From a top notch website, www.afsadiv3.org, to our [Facebook page](#), [Twitter](#), [Flickr](#), and much more. All this combined is why Division 3 won the first ever AFSA Communications Award for 2015.

That being said, it is now time to help all the chapters expand their Communication horizons to find what best works for them.

For starters, each chapter could have a basic website, something VP Gary Swanson can help with by linking it to what the Division uses on their site. It doesn't have to be fancy, just the basic information on your chapter, when/where the membership meetings are held, a basic email so they can contact leadership, etc.

Next, have a Facebook page. Many of your chapter's communications can be run from Facebook. You can add your chapter events, invite people to attend who can in turn invite their friends, share real time information, store your chapter's photos, and much more.

From Facebook you can easily post to a Twitter feed. Just go to this [link](#) or Google for ways to share your post straight to Twitter.

Finally, each chapter should strive to put out a Newsletter, hopefully on a quarterly basis. Now matter if you send it out electronically, post on your website, Facebook or send the old fashion way, through the Post Office, strive to get the word to everyone in your chapter.

If you are looking for ways to improve your Communications options, reach out, network with others. For those who want to embrace the newer technology, reach out to SrA Whetstone at Chapter 964, Grand Forks. He gave an excellent presentation at our Division Convention and has been asked by AFSA HQ to talk about his ideas at next year's AFSA PAC in Reno, NV.

Now its time for D3 to lead the way in AFSA and show the other Divisions and Chapters how to best reach their members and share the AFSA story.

*DYK...every veteran holds a piece of paper in their hand that is worth more than all the gold at Fort Knox. This piece of paper opens doors to health care, benefits, education, job placement programs, and so much more. This piece of paper tells everyone who you are, where you were and what you accomplished while serving your country. This piece of paper is, of course, your **DD214**. Make this document work for you, as you earned it! If this piece of paper is not in your hand or readily available, then you need to order a new one. This can be done by going online to www.archives.gov, or going to the county Veteran Service Office. Once you have the DD214 in hand, take it down to the courthouse and register it. This way you or your family can always get a certified copy when you need it. This form helps determine what health care, disability benefits, or burial benefits are available to you as a veteran from the Veteran Administration. Needless to say, this is a very important document and needs to be handled with care and cherished.*



Legislative News



On June 21, 1788 the Continental Congress ratified the most important document in our nation's history, the United States Constitution. This singular document affirmed that our government would be shaped by our citizenry. We are after all a representative republic so our voices must be heard. We elect our representatives that live in our congressional districts every two years and we elect our U.S. Senators every six years. Most importantly we elect our President every four years. These executive level leaders are supposed to go to Washington DC and represent the attitudes and interests of the American voter who gave them the incredible privilege to serve.

Each vote has equal power to another and our founding fathers understood that the only way to prevent America from falling into a totalitarian state would be to leave that power to the American people. This right was guaranteed by the Constitution from the outset but along the way dishonest politicians attempted to deny the right to vote to citizens of our great nation. Slavery however created a real challenge to this precept because Congress couldn't agree on how to account for citizens who were slaves. The great and tragic struggle of the Civil War settled this debate and the Constitution was amended as follows: The US Constitution stated in Amendment XV, which was ratified by the states in 1870: "Section 1. The right of citizens of the United States to **vote** shall not be denied or abridged by the United States or by any State on account of race, color, or previous condition of servitude.

So what does this mean to us today in 2016? According to recent polling more than 65% of American citizens believe the country is headed in the wrong direction. This is why we have elections so that we can run the bums out that are not doing what we elected them to do. Sadly however apathy has swept over our great nation and too few American's are involved in the political process. Could this be the year when America finally says enough is enough and head to the polls? I sure hope so. This is my challenge to you....GET OFF THE COUCH AND VOTE.

It doesn't matter what your political party, or who you support locally, at the state level, or at the federal level. If you don't vote you are part of the problem that leaves America on the wrong track. Every generation has to answer the call to save our future from politicians who ignore our concerns and desires. That call is now going out to our generation. The question is will we answer the call or surrender to skepticism and doubt? I hope we answer the call but that is up to you.

Mark R. Clark, CMSgt, USAF, Retired
Legislative Trustee, AFSA Division 3
President, AFSA Chapter 804
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"The willingness with which our young people are likely to serve in any war, no matter how justified, shall be directly proportional as to how they perceive the veterans of earlier wars were treated and appreciated by their nation."



Mark R. Clark, CMSgt,
(Ret), USAF

Legislative Trustee,

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[Download the 2015-2016
Legislative Platform here.](#)

[Download the Legislative
Program Brochure Here.](#)





AFSA
DIVISION

3

Heartland of America

WE ARE THE AIR FORCE SERGEANTS ASSOCIATION

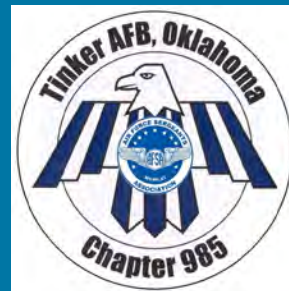
UNITED IN STRENGTH | DEFENDING THE ENLISTED CORPS AND THEIR FAMILIES SINCE 1961

WE ARE 100,000 MEMBERS STRONG | WE REPRESENT OUR MEMBERS & THEIR FAMILIES IN CONGRESS, the DoD, the VA and More
WE ARE THE NATION'S MOST INFLUENTIAL ASSOCIATION DEVOTED TO THE TOTAL ENLISTED FORCES AND THEIR FAMILIES
WE ARE INDEPENDENT, NON-PROFIT & POLITICALLY NON-PARTISAN | WE FIGHT FOR YOUR PROMISED BENEFITS & SERVICES
WE DEFEND THOSE WHO DEFEND US | WE ARE AFSA | JOIN THE FIGHT... JOIN AFSA TODAY!



AFSA
ALTUS
CHAPTER 988

IS YOUR LOGO ON HERE? IF NOT, LET US HELP YOU BUILD THE DREAM.



AFSA CHAPTER 951
MOUNT RUSHMORE CHAPTER





Chapter 851 Milwaukee, WI



Division 3 members, what a busy 3rd Quarter. Chapter 851 activities included community projects such as (Hartford Car Show, 128th ANG Wingman & Family Picnic, visits to the local VA facility, local High School JrROTC ceremonies, and Civil Air Patrol events).

We also participated in local military events such as JEOP (Junior Enlisted Orientation Program, SEDP (State Enlisted Development Program) and monthly chapter meetings. Pictures attached were taken at the various events.

In October, we plan on having a membership drive at the 128th ANG facility. Chapter 851 feels very confident that we will be achieving our recruiting and retention 2016 goals. Our major challenge right now is raising or maintaining our financial accounts. Starting the 4th Q we will be continuing our community and military events.

Our calendar is filling up very quickly. Hopefully, near the holiday celebration, our chapter will be taking a "rest" and allow our members to celebrate the holidays with their family members and loved ones

Finally, our chapter leadership is relieved that AF-SA leadership has decided to further review the By-law changes. It was the right thing to do! Kudo's.



Chapter 851's booth at the 128th ANG, Milwaukee, WI Wingman Day on June 4 2016. (L to R) Chapter President Bill Rheingans, Trustee Sonya Villwock, Sr. Advisor Bud Kolwitz



Chapter 872 The Gateway Chapter



This quarter has truly been amazing for AFSA! We have recruited nearly 60 new members through briefings and recruitment events, saved over 272 lives with blood donations, helped fund the establishment of Fort Leonard-Wood 872 satellite chapter, helped to share Airmen stories through

the NCO Council Storytellers program, assisted with the 2016 Scott AFB Key Spouse Luncheon, volunteered for gate guard duty received information on the new blended retirement program, and so much more.

We are a proud AFSA nation that strives to be leaders in our community, educators to fellow DOD members, and a force of positivity. We come into this world and we

all have something to give back, something worth more than gold to others in need.

We are only able to do these amazing things with volunteers, sponsorship, and fundraising. I would like to thank our sponsors 1st Command, USAA, GEICO, and all of our outstanding members that help make our chapter the best private organization!

If you come to one of our meetings, or you go to a Division Conference you will most likely hear about recruitment. Without a doubt recruitment is important to the survivability of AFSA as whole, but more importantly, education is the key to success in AFSA. Chapter 872 prides itself on educating all individuals on what AFSA can do for them. We attend and brief Airmen Leadership School, First Term Airmen, Top 3, and several enhancement seminars (ie NCOPE).

As with any chapter we give back in so many ways. Whether it be in the form of monetary value to sponsor





Chapter 872 The Gateway Chapter

things like Story Tellers put on by the NCO Council, ALS scholarship awards, or in the form of getting to work to show our appreciation and dedication for others in our community.

Chapter 872 is out there, representing Big AFSA every step of the way!

We have such great volunteers! What you do, gives people hope, inspires others to get involved and lives with people for the rest of their lives.

We would like to thank the volunteers, coordinators, and family members. Since April volunteers have saved 272 lives through blood donations, given over \$1,200 dollars to base events, 20 volunteers do gate guard duty, and 81 volunteers delivery meals on wheels and help the Missouri Veterans Home all since April.



Fort Leonard Wood 872 Satellite Chapter *New Team on the Scene*

The main AFSA mission is to advocate for its Air Force enlisted members and this is primarily done by maintaining and gaining new members. An easy way to gain new members is to go in areas where AFSA currently does not exist and that is exactly what we did at Fort Leonard Wood, MO. Thanks to a highly motivated Air Force Detachment, a new AFSA sub-chapter was created.

SSgt Stephen Baskiewicz, the sub-chapter president, said, "We have such a unique opportunity here to recruit, or at least spread the word of all the great things AFSA has done for us before the Airmen even get to their first dusty station."

The 364 TRS, Det 1 is a small Air Force unit that operates four different Tech Schools on an Army Post in Missouri. Students get sent here from Lackland AFB on a weekly basis giving us the opportunity to brief the Airmen about AFSA during their in-processing.

We started this sub-chapter back in late 2015 with the much appreciated help from both the Division 3 team and the Scott AFB Chapter 872. In our very short existence, we have recruited close to 50 new members and counting.

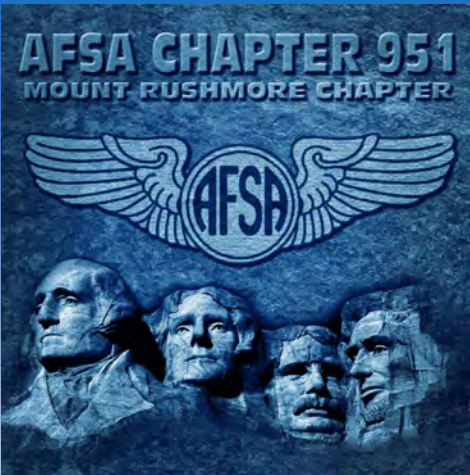
With all other chapters, we also focus on community outreach. We have done events at a local VA home supporting our veterans of all services and even sponsored a charity event where we were able to advertise our organization to the local area. We have two 5k runs on the schedule that we will be hosting to advertise our cause even more.

With the continuing support of Chapter 872 and the amazing instructors and MTLs we have here at Fort Leonard Wood, we plan to stay strong and help support the AFSA mission the best we can.

Contact Us At:

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Chapter 951

The Mt. Rushmore Chapter

Our summer has gone by in a flash and Team 951 has continued to strive for greater goals.

July was our month for focusing on Legislative issues as we hosted our

second Legislative Forum in conjunction with AFA Chapter 228 and put together by our Legislative Trustee, CMSgt (Ret) Kevin Ott. Those in attendance included active duty enlisted/officers, retirees, veterans and family members.



Speaking on these issues were representatives of the local offices of SD's lone Congresswoman, Kristi Noem and the two Senators, Thune and Rounds. We heard updates on the National Defense Authorization Act, updates on the Veterans Hospital in Hot Springs, SD and other military related issues of importance.

Also during the summer, Senior Advisor, MSgt (Ret) "Super Dave" Bamburg continued with his efforts to keep those same representatives updated on what was important to AFSA and its members. He sat down with Senator Round's West River Director, Jeff Marlette, who is also a retired Army Guard BGen, to go over items on AFSA's Legislative Platform and one of Senator Round's top



priorities, improving the VA's Choice Program.

Chapter 951's momentum carried over into August as we once again hosted the 3rd Annual

"Honoring our Patriots," held at Main Street Square in downtown Rapid City, SD and attended by over 5,000 people. Coordinated each year by Kevin Ott, this vision that he and Super Dave had 3 years ago has continued to grow. It now includes numerous

information booths of several Veterans Organizations from the area, such as our AFSA Chapter, DAV, the VA Healthcare's mobile bus, and various displays.

A wonderful show of support from the community and Ellsworth AFB saw the highlight of the evening, a retreat ceremony complete with a lowering/folding of the flag, narrative "Honoring our Patriots" read by our VP SSgt Hernandez and the singing of the National Anthem by our own SSgt Zachrey.

Also during the summer we continued our 2nd annual raffle to raise money for the Gary Sinise Foundation, Intrepid Fallen Heroes Fund and the Air Force Assistance Fund.. With the help of several Ellsworth Private Orgs we raise over \$3,000 to split between the charities. Again Rice Honda helped with the prize, this year giving the winner a choice of six prizes from 3 different motorcycles, a jet ski or 2 different ATVs.

Finally the summer ended in great AFSA fashion with four chapter members, President, TSgt Young, Senior Advisor, Super Dave and wife/family member Marny along with Legislative Trustee Ott attending the AFSA PAC, again in San Antonio, TX. Being her first AFSA PAC, President Young wasted no time meeting /networking with other AFSA members to learn new ideas on what could make our Chapter even better.



Click picture to hear National Anthem

Serving the
TOTAL FORCE
and Their Families –
Past, Present, and Future



Established 1961

**AIR FORCE SERGEANTS
ASSOCIATION**



Chapter Officer Training Modules

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

AFSA Chapter Officer Training

Module 6
Awards

AFSA Chapter Officer Training

Module 7
Legislative Program

AFSA Quarterly Financial Reporting

AFSA Website New Retainer Form Process

Using the AFSA Website to Join New Members



UNITING AIRMEN SINCE 1961