My brothers,

Nothing succeeds like success. Let's say that again.....Nothing succeeds like success!! People work hard their entire lives and never truly succeed. Athletes can train hours a day to reach their goal of turning professional and not make the "big leagues." The Southeast region has shown that in order to surpass goals and lead from the front is what we are all about. We don't have to worry about if or when we will make the December 13<sup>th</sup> target of 45% because we are ALREADY THERE!! Nothing succeeds like success.

Congratulations to our regional leaders; Louisiana, Georgia, Mississippi, North Carolina and Alabama for hitting the 50% mark or better....what an accomplishment!

The first batch of renewal postcards went out a few weeks ago, So we should be seeing some response from those.

Kudos to Dan Rollins from Squadron 43 in Fort Mill, South Carolina for being the first member in our region to submit an Individual Recruitment Award form by recruiting five new members.

By the numbers, the Southeast is 3,429 members ahead of last year at this time and nationally we are 11,130 members ahead of last year.....can you stand to read it one more time?????

## NOTHING SUCCEEDS LIKE SUCCESS!!

THOM SKELLEY SONS OF THE AMERICAN LEGION SOUTHEAST MEMBERSHIP CHAIRMAN 813-310-0109