

Good afternoon gentlemen,

While we may have missed our goal of 105% we came in with a 93.97% and with all of the state wide closures due to Covid-19, our membership continues to grow, slow and steady...

Congratulations to the 11 detachments that met or exceeded the target! They were the ***Hawaii, Philippines, Alabama, and Louisiana. Seven of these detachments have All Time Highs in membership. Congratulations to Puerto Rico, South Dakota, Mississippi, Idaho, North Carolina, Iowa, and Wisconsin.***

Traditionally the 2020 Delegate Strength Report is based on this target date, however with National Convention being canceled this year it gives us the opportunity to continue working on our renewals and hitting that 100% overall.

***\*\*\* As we are only 22,834 members away from hitting 100%, we need to focus on reaching out to those that haven't renewed. Let's not let an over 40 year tradition of meeting or exceeding 100% in membership stop, do all you can to make it happen before years end!!***

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**Remember our membership goals for the year.**

- Recruit, Retain, and Reinstate to reach 400,000 members
- Bring Renewal Rate Above the 95% Range
- Obtain 105% in membership by National Convention in Louisville
- Recognize our achievements

We need to keep the pressure on renewals. As of July 29th we had a 85.28% renewal rate. We are less than 10% away from our goal. Reach out throughout

our Detachments and Squadrons and provide that "Buddy Check" and remind them the benefits of being a member of our great organization.

While this may be a very difficult time for all those affected by Covid-19, we need to remember that we are a family and we need to all come together to get through this. There will be an end to all the closures and quarantines and The Sons of The American Legion will come out on top!

Congratulations on your continued efforts and Thank You for all you do for the Sons!

105% Target Date Memo

105% Membership Report