

Southeast Adjutants,

What an outstanding start for the Southeast region. We once again lead the nation by over 8%, 3 Detachments have already surpassed the October 10<sup>th</sup> target of 25%, and we are ONE of only TWO regions to have all Detachments make goal thus far!! Let's see how far and how fast we can go! Remember that RENEWALS are the key to success at this juncture. Our brothers already joined for a reason, let's remind them why. If your community or Post is having a 9/11 remembrance event, please remember to honor the day, but also use it as a recruiting/retention opportunity. Ask members to renew early!! Sure, they may have just paid a few months ago, or at the end of last year for 2023, but let them know that we have started a NEW membership cycle. They still only have to pay once a year, why not do it now?? Sometimes, all you have to do is ask.

***The Membership Committee intends on continuing the open conference calls on the 3<sup>rd</sup> Tuesday, every other month at 8p starting in September, to discuss the "numbers" and field questions. Once that platform is determined, I will send out the address/call in number as it will CHANGE THIS YEAR!!***

Remember that in order to cut down on repetitive emails, you are the only ones receiving this, please forward it on to your Detachment leadership as you deem appropriate. Feel free to reach out with any questions, comments or concerns.

THOM SKELLEY  
SONS OF THE AMERICAN LEGION  
SOUTHEAST MEMBERSHIP CHAIRMAN  
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