



Recruit and Retain

And have fun doing it!

Jerry Hall, DVP District V

Find the Feds

- ▶ Go to Health Fairs
- ▶ Hang out in Federal Buildings
- ▶ Invite Feds to be your Speakers
- ▶ Work with other Organizations
- ▶ Invite Feds and former Feds to lunch



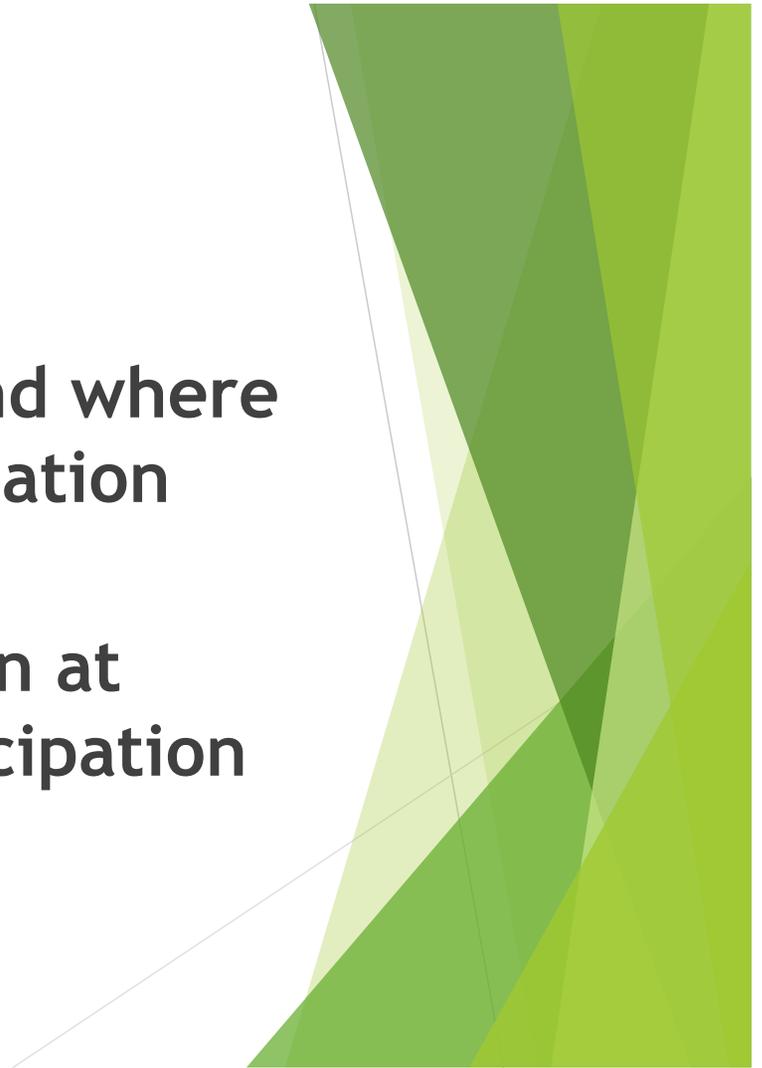
Put your recruitment money to good use

1	117	12.00	SAN DIEGO DIST ATT	16:35:57	8:17	X	13:41	130
2	72	12.00	RIVERSIDE CO SHERIFF MIX	17:19:22	8:39	X	13:41	132
3	101	12.00	US DOL TEAM GOLD	17:20:18	8:40	X	19:24	134
4	197	12.00	FBI LA WEST COAST	17:21:27	8:40	X	14:51	140
5	160	12.00	LA CORRECTIONAL HEALTH	17:25:29	8:42	X	16:06	150
6	246	10.00	LAPD DET SUPP VICE DIV	17:29:23	8:44	X	13:00	159
7	100	12.00	OC PROBATION DEPT.	17:36:50	8:48	X	12:53	175
8	96	12.00	SALT LAKE VALLEY POLICE	17:54:38	8:57	X	14:01	180
9	245	11.00	LASD ALD/CVS	17:58:00	8:58	X	13:28	189
10	164	12.00	ARIZONA ATT GEN OFC	18:06:41	9:03	X	14:27	200
11	236	12.00	CAL DOJ & ALLIED AGENCIES	18:15:05	9:07	X	16:14	212
12	243	10.00	CALGARY POLICE SERVICE#1	18:32:16	9:16	X	14:48	214
13	181	12.00	SANTA BARBARA DA OFF	18:33:16	9:16	X	13:27	229
14	88	12.00	LASD PERS ADMIN BUR	19:03:16	9:31	XP	18:22	234
15	183	12.00	RIVERSIDE CO DA	19:10:11	9:35		14:41	249
16	176	09.00	LAPD TRN/SECURITY DIV	19:41:40	9:50	X	16:18	
17	210	08.00	STATE INVESTIGATORS	19:53:50	9:56	X	19:18	

It's official: We took 3rd place again!
17:19:22

Health Fairs

- ▶ How do you find out when and where Feds are? (Audience participation please.....)
- ▶ How do you get people to join at health fairs? (Audience participation please.....)

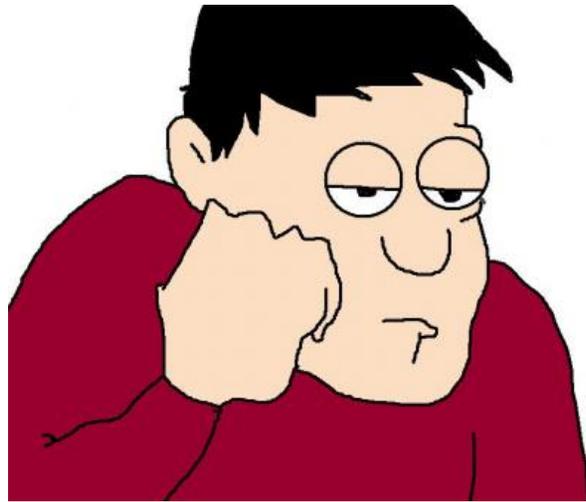


An now a moment about what to not do and what to do at a health fair

- ▶ A presentation by the not so talented but oh so dedicated NARFE Players and Performers



What Not to Do at a Health Fair

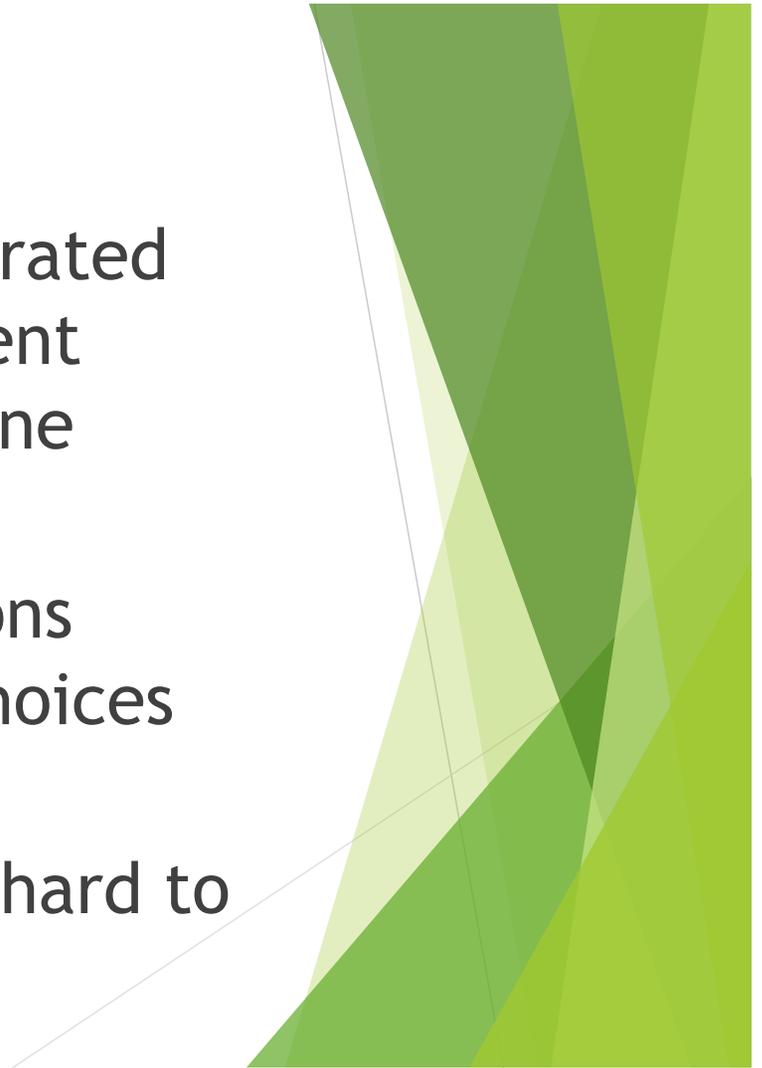


Maybe a Better Approach



Trouble in Paradise

- ▶ Our Chapter Members are frustrated and not well served by being sent renewals that only give them one option.
- ▶ Renewal with other organizations allows the member to select choices every time.
- ▶ Why is Chapter Membership so hard to obtain?

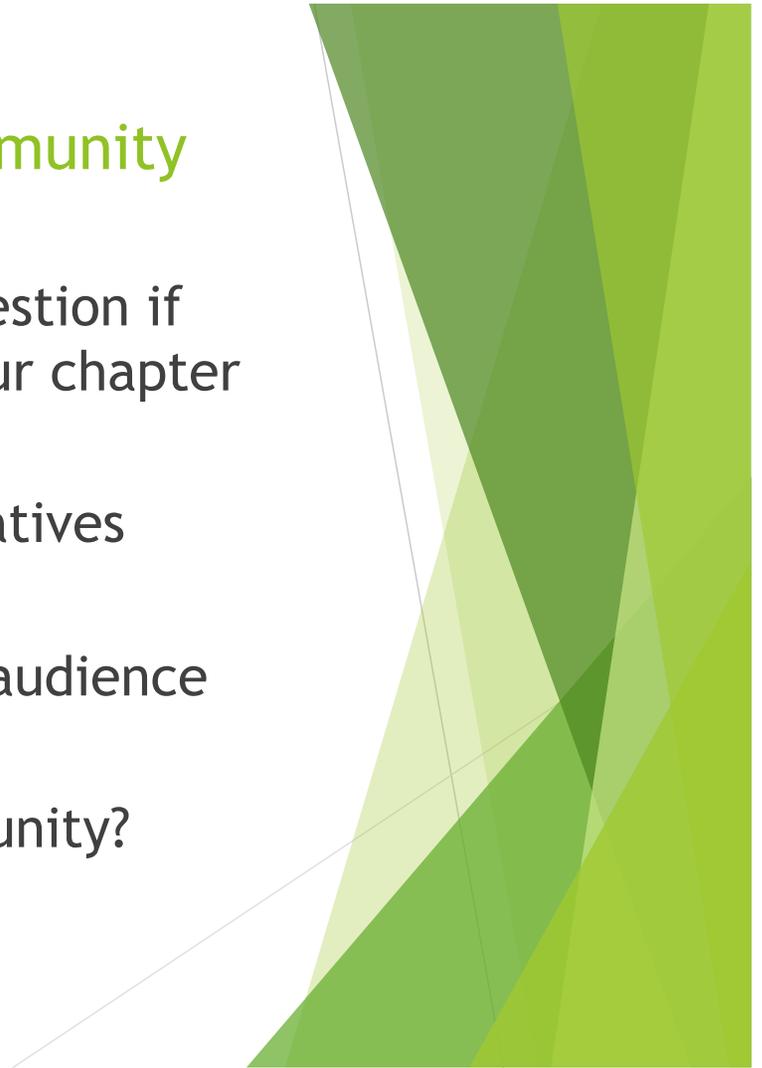


Project We Tried in San Francisco

- ▶ Contact every member of the Chapter who moved to the National Only 0000
- ▶ All the members on the board worked together to contact these members who left the chapter
- ▶ We called, we emailed, we sent letters
- ▶ There were 100 plus members who left the Chapter during the 2018 and late 2017. Easy to find on the OAM under “Transfers Out.”
- ▶ Approximately 10 to 20 % responded and wanted to return to the Chapter...most did not understand that they had even left the Chapter
- ▶ We gave them a free chapter membership and notified the National Office who quickly placed them in the Chapter (Great Customer Service in the National Office)

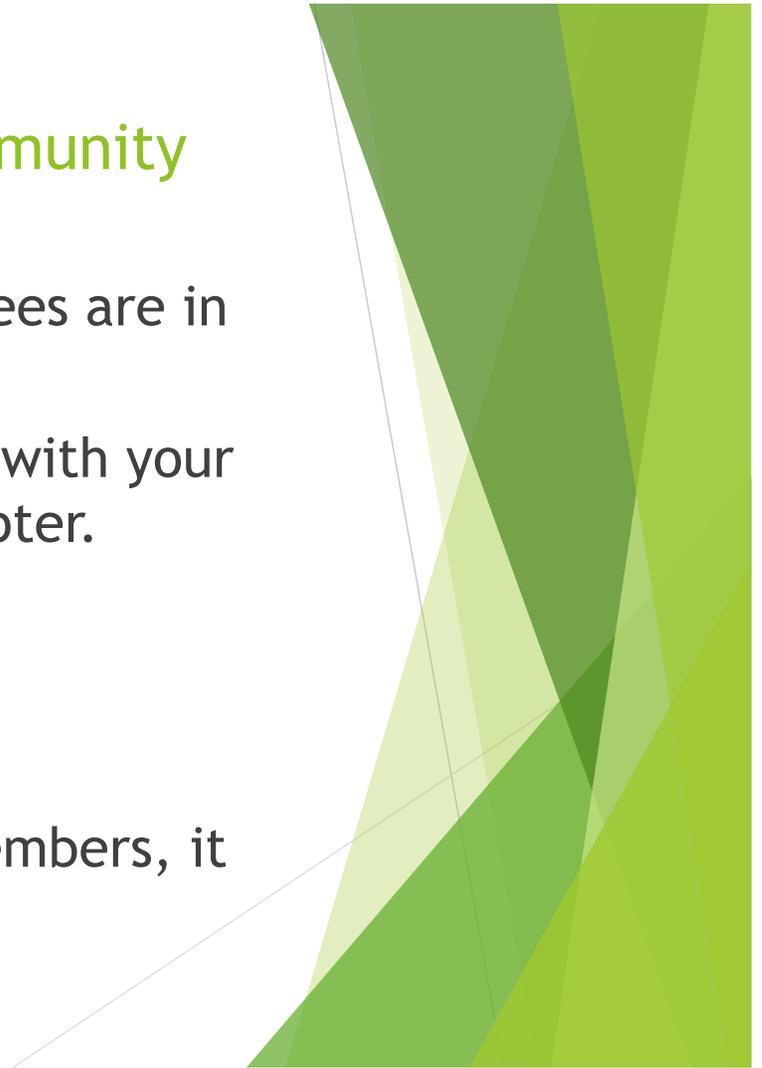
Why is a local presence in your community important?

- ▶ You have to know the answer to this question if you want to recruit new members in your chapter and retain those you have.
- ▶ Where are the Congressional Representatives located? (audience participation)
- ▶ Where do politics actually take place? (audience participation)
- ▶ Who is the face of NARFE in your community? (audience participation)



Why is a local presence in your community important?

- ▶ How many Federal Employees and Retirees are in California? (audience participation)
- ▶ If your Chapter doesn't keep in contact with your congressperson, it is an ineffective Chapter.
- ▶ Why to People join NARFE?
- ▶ How do you make NARFE known in your community? (audience participation)
- ▶ If your Chapter is not recruiting new members, it is an ineffective chapter.

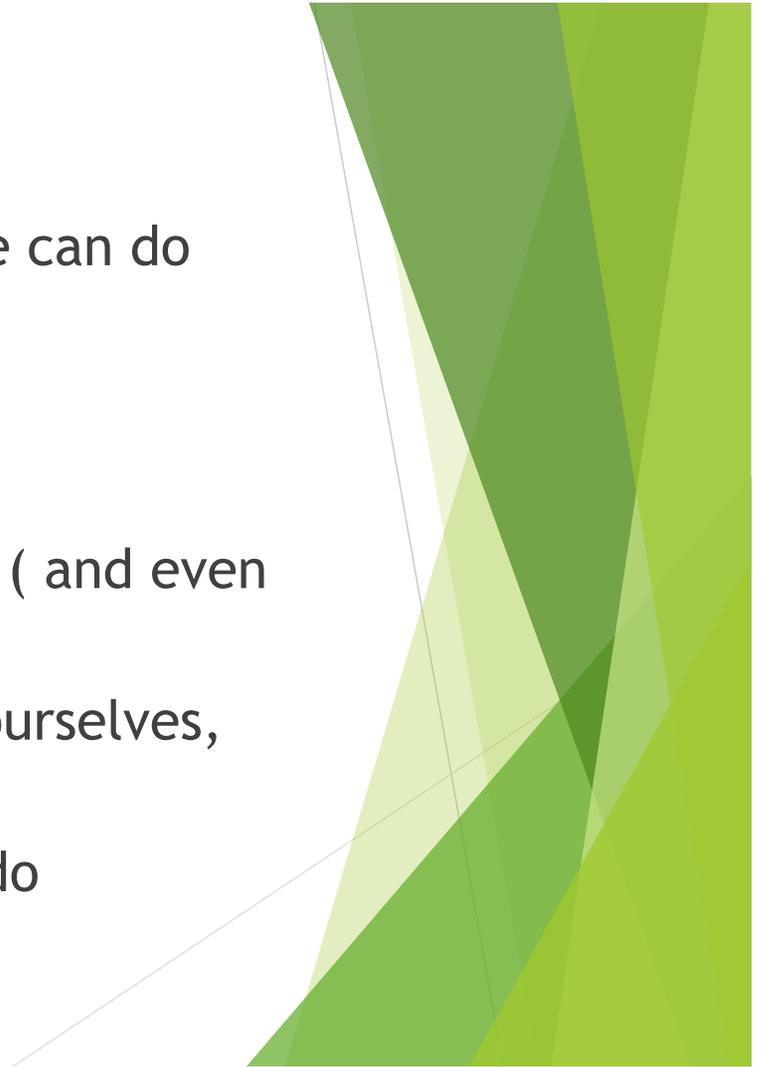


Make Things Better



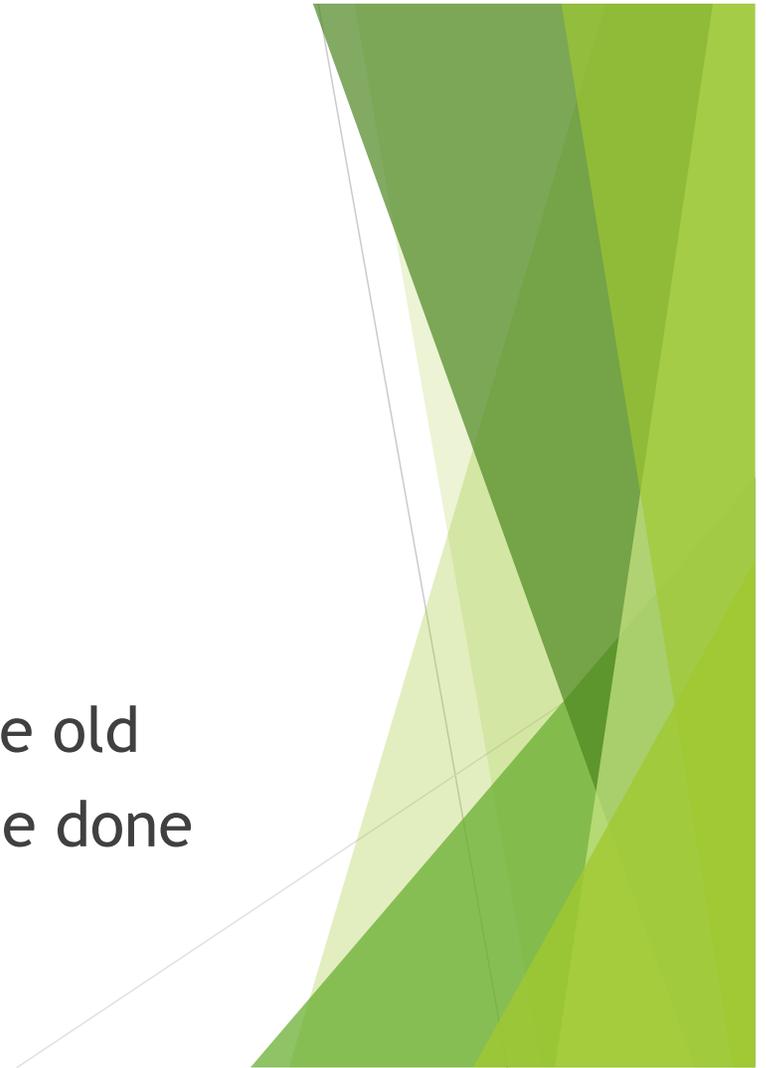
It is up to US

- ▶ We can let NARFE rot on the vine or we can do something
- ▶ We can blame others
- ▶ We can reinvigorate NARFE
- ▶ We can make a difference until we die (and even a little after).
- ▶ If we believe in NARFE and believe in ourselves, anything is possible.
- ▶ Leave the complaints at the door and do something



We have incredible skills

- ▶ Use your skills
- ▶ Believe anything is possible
- ▶ Take Risks
- ▶ Smile and care about others
- ▶ Bring joy and kindness
- ▶ You are only old if you think you are old
- ▶ Care enough to do what needs to be done



Make Things Better



Active and Retired Federal Employees ... Join NARFE Today!

The only organization dedicated solely to protecting and preserving the benefits of all federal workers and retirees, NARFE informs you of any developments and proposals that affect your compensation, retirement and health benefits, AND provides clear answers to your questions.

Who Should Join the National Active and Retired Federal Employees Association?

If your future security is tied to federal retirement benefits – federal retirees, current employees, spouses and individual survivors – you should join NARFE.

NARFE MEMBER BENEFITS

- Get monthly issues of *NARFE Magazine* with news and insights for the federal community.
- Access the NARFE Federal Benefits Institute for powerful resources to help you fully understand and manage your benefits.
- Visit the Legislative Action Center to contact your representatives about bills affecting federal benefits.
- Visit the Member Perks page for a full listing of the many time-, money- and hassle-saving benefits available only to NARFE members.
- The opportunity to get involved at the local level by joining a chapter in your area.

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NARFE MEMBERSHIP APPLICATION

YES. I want to join NARFE for the low annual dues of \$40.

Mr. Mrs. Miss Ms.

Full Name _____

Street Address _____

Apt./Unit _____

City _____ State _____ ZIP _____

Phone _____

Email _____

I am a (check all that apply)

- Active Federal Employee Active Federal Employee Spouse
 Annuitant Annuitant Spouse Survivor Annuitant

Please enroll my spouse

Spouse's Full Name _____

Spouse's Email _____

THREE EASY WAYS TO JOIN

1. **Complete this application** and mail with your payment to NARFE / Member Records / 606 N. Washington St. / Alexandria, VA 22314-1914
2. Join online at www.NARFE.org.
3. **Call 800-456-8410**, Monday through Friday, 8 a.m. to 5 p.m. ET.

NARFE respects the privacy of our members. Personal information is used to provide content and relevant communications to our members, and will not be sold or rented to third parties without your express permission.

(0519)

PAYMENT OPTIONS

- Check, Money Order or Bill Pay (Payable to NARFE)
 Bill me (*NARFE membership will start when payment is received.*)
 Charge my:
 MasterCard VISA Discover AMEX

Card No. _____

Expiration Date ____ / ____
mm yyyy

Name on Card _____

Signature _____

Date _____

TOTAL DUES

\$40 Annual Dues X _____ = _____
Per Person # Enrolling Total Dues

Dues payments are not deductible as charitable contributions for federal income tax purposes.

LOOKING TO MEET OTHERS in the federal community and participate in NARFE at a local level? Call 800-456-8410 to learn about a NARFE chapter in your area.

Please select if you would like to receive a one-year complimentary membership for your local NARFE chapter or a chapter of your choice Chapter # _____.

MAY WE THANK SOMEONE? Did someone introduce you to NARFE? Please provide their Name and Member ID.

Recruiter's Name _____

Recruiter's Membership ID _____

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City _____ State _____ ZIP _____

Phone _____

Email _____

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Please enroll my spouse

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Spouse's Email _____

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PAYMENT OPTIONS

- Check, Money Order or Bill Pay (Payable to NARFE)
 Bill me (*NARFE membership will start when payment is received.*)
 Charge my:
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Card No. _____

Expiration Date / /
mm / yyyy

Name on Card _____

Signature _____

Date _____

TOTAL DUES

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 Per Person # Enrolling Total Dues

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Would you like to receive a free one-year chapter membership? Choose one:

Chapter closest to home OR Chapter # _____

MAY WE THANK SOMEONE? Did someone introduce you to NARFE? Please provide their Name and Member ID.

Recruiter's Name _____

Recruiter's Membership ID _____



Make Things Better



Who Should Join? If your future security is tied to federal retirement benefits – federal retirees, current employees, spouses and individual survivors – you should join NARFE.

NARFE Member Benefits

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POSTAGE WILL BE PAID BY ADDRESSEE

BUSINESS REPLY MAIL
FIRST-CLASS MAIL PERMIT NO. 00820 ALEXANDRIA, VA

NARFE MEMBER RECORDS
606 N. WASHINGTON ST.
ALEXANDRIA VA 22314-9705




NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

NARFE Membership Application (3)

Please fill out front and back, detach, enclose payment and mail in attached, postage-paid envelope.

Yes. I want to join NARFE.

Mr. Mrs. Miss Ms.

Full Name _____

Street Address _____ Apt. / Unit _____

City _____ State _____ ZIP _____

Email _____

Phone _____

I am a (check all that apply)

Active Federal Employee Annuitant Spouse

Active Federal Employee Spouse Survivor Annuitant

Annuitant

LOOKING TO MEET OTHERS in the federal community and participate in NARFE at a local level? Call 800-627-3394 to learn about a NARFE chapter in your area.

Would you like to receive a free one-year chapter membership? Choose one: Chapter closest to home OR Chapter # _____

MAY WE THANK SOMEONE?
Did someone introduce you to NARFE? Please provide their Name and Member ID.

Recruiter's Name _____

Recruiter's Membership ID _____

Personal information will not be sold or rented to third parties.

Make
Things
Better

NARFE Membership Application

Please fill out front and back, detach, enclose payment and mail in attached, postage-paid envelope.

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Please select if you would like to receive a one-year complimentary membership for your local NARFE chapter or a chapter of your choice Chapter # _____

May we thank someone?
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Recruiter's Name _____
 Recruiter's Membership ID _____

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Yes, I want to join NARFE.

Mr. Mrs. Miss Ms.

Full Name _____

Street Address _____

City _____ State _____ ZIP _____

Phone _____

I am a (check all that apply)

Active Federal Employee
 Active Federal Employee Spouse
 Annuitant Spouse
 Annuitant

BUSINESS REPLY MAIL
FIRST-CLASS MAIL PERMIT NO. 00820 ALEXANDRIA, VA

POSTAGE WILL BE PAID BY ADDRESSEE

MEMBER RECORDS
 NARFE
 606 N. WASHINGTON ST.
 ALEXANDRIA VA 22314-9705

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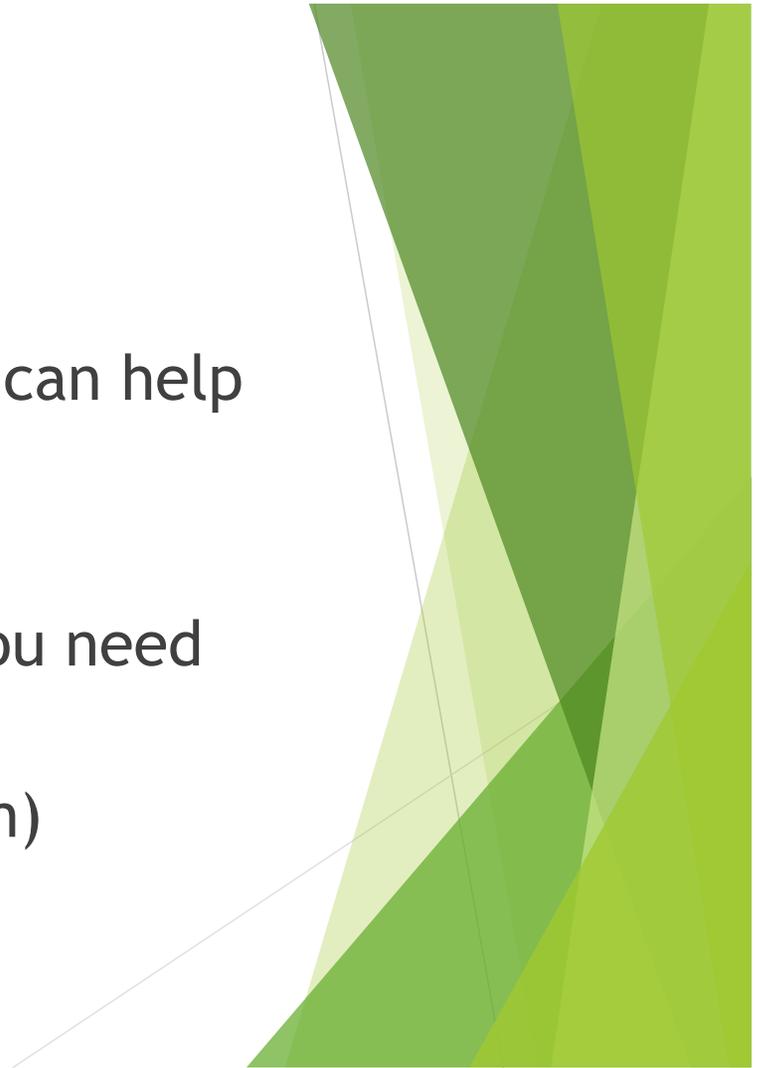
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Don't Be Afraid of Technology

- ▶ We learn by making mistakes
- ▶ Using your mind in different ways can help you keep active and healthy
- ▶ It can make things easier
- ▶ It allows you to get information you need quickly
- ▶ What else? (Audience participation)



Questions?

