



A Message from President Beth

“Jumping at several small opportunities may get us there more quickly than waiting for one big one.”

~ Hugh Allen

When I talk with chapters about recruiting new members, I often hear about future events they want to plan, such as a big M-night “next month”, but I rarely hear about what is happening “right now”. In taking this attitude, we sometimes fail to Conquer the Moment! Don’t get me wrong, planning a big M-night is fine, but we have to look at ALL of our opportunities, not just that one big opportunity. So, what opportunities are we missing? Every day we are in situations to talk about the Jaycees – with our co-workers, families, friends, and even people we meet in the course of our daily activities.

Every Friday, a few of my co-workers ask me what Jaycee events I will be attending over the weekend. One Friday, a girl I work with overheard this conversation and asked what the Jaycees were. After a brief explanation, I asked her to go to a local chapter meeting with me. She did and ended up joining that night.

I was recently talking with one of my friends who claims she is not a recruiter. However, she did say when she is going to a Jaycee project or social, she often invites her non-Jaycee friends. While they are at the event having a good time and meeting new friends, she starts talking more about all of the great things the chapter does. Depending on their reaction, she either asks them if they would be interested in getting involved with the Jaycees, or waits and continues to invite them out to events to see if their interest grows.

One Saturday during my Jaycee travels, I was in a gas station getting a soda and paying for my gas. The clerk saw my yellow shirt and name badge and asked what the Jaycees were. I told her about the organization and she said she had been looking for something to get involved in, but had not yet found the right group. I gave her some information about the chapter closest to where she lived so she could get in touch with them and find out about their upcoming events.

Other opportunities we often overlook are our projects. How many times have you been at a project with your chapter banner and one of your customers asks what the Jaycees are? It is easy to answer the question and move on to the next customer, missing out on the opportunity. Instead of just answering their question, follow up by asking them to fill out an application so you can send them a chapter newsletter or information about upcoming events.

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So, you can see that prospective members are all around us. Asking someone to get involved in the Jaycees doesn't have to be a formal, planned presentation. It is simply looking for people who might be interested, and ASKING them to get involved.

Since the passage of the age change at our state meeting in May, we now have a new group of people to involve in the Jaycees. Our constitution now allows for members between the ages of 18 - 40. We are the only organization that has an expiration date for our members. If we want the Jaycees to continue, we must go out and replace the people who age out. We need the enthusiasm and new ideas that young people bring to our chapters. Don't be afraid to ask these people to become Jaycees! This month, look not only for the big membership events, but also the small opportunities! Let's Conquer every Moment and grow the Missouri Jaycees in June!

President Beth

Beth Cox
2004 State President

Presidential POC Incentives for June

The following incentives have been issued for the month of June by President Beth:

EXTENSIONS - 100 bonus POC points PLUS FIVE (5) "Conquer the Moment" T-Shirts for completing external chapter **extensions** for the month of June. (NO MAXIMUM) ...

JCFAN DONATIONS - 50 bonus POC points for any chapter that donates \$250 or more to the **Junior Chamber Family AIDS Network** during the month of June.

Membership V.P.'s CHALLENGES for June!

For any chapter that is at June GROWTH of +5 (with all info turned in to Joe Jerkins by 6/23/04), they will receive a State Team Polo shirt!

For any chapter that has 3 NEW MEMBERS, they will receive one blue Conquer the Moment T-shirt and 3 Conquer the Moment Lapel Pins for every 3 new members submitted in June.

Someone from the state team will be delivering shirts and pins to the winning chapters at one of their upcoming events!

2nd Trimester Membership Incentives (May-August):

For every 5 new members submitted in each chapter, that chapter will receive one pie to throw at any State Exec. Team member at the Fall State Convention in September.

For 10 new members in one month, that chapter will receive 10 water balloons to throw at any State Exec. Team member (or the team in total) at the Fall State Convention in September (in addition to the two pies earned).

Pie & Balloon Tally: Congrats to the Hannibal, St. Charles, and Washington chapters who have each earned 1 pie already this trimester! Keep up the good work!

Membership V.P. – “Let’s Talk Membership!”

Let's talk membership! The team has heard some "we don't have enough people to run this project" from chapters. The solution is to recruit new and excited members to your chapter. The more people you have, the easier it is to run the projects you love! If everyone's having a good time, it's amazing how many more people will want to be a part of it because they are sharing the greatest opportunity with their friends! Here are some basic ideas that have proven to WORK:

- Plan recruitment nights once a month. Make it a relaxed, fun atmosphere with games and prizes! Talk up all the great things you do for your community and your members!
- Remember to have "ask me how to be a Jaycee" buttons, shirts, flyers, etc. at all of your events.
- Have plenty of applications/brochures on hand and people available to talk to prospective members about the Jaycees.
- If your chapter can afford to give a free membership away, have a drawing for those people who are interested. Only one gets the free membership but you will have a new prospective member list to work with and recruit from. This is a great opening for talking to people at events. You can ask them if they are interested in a drawing for a free membership!
- Always have your name tags or Jaycee shirts on at events to promote who you are.
- A chapter banner should be placed out everywhere you go.
- Send a press release to all of the local papers, TV and radio stations publicizing your event.
- Ask the radio and TV stations to come do a live broadcast or live feed of your project.

Conquer the Moments - each one adds up and builds your chapter stronger!

Kristi Webb

2004 Membership VP

May Membership Accomplishments

Congratulations to the following chapters, DD's & RD's on achieving GROWTH in May:

Top Growth Chapters for May

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|-----------------------------|------------------------------|----|
| ➤ Hannibal Jaycees | Bryan Hammock, president | +5 |
| ➤ Florissant Valley Jaycees | Kelly Crutchfield, president | +4 |
| ➤ Mid County Jaycees | Felicia Sweiner, president | +4 |

Additional Growth Chapters for May

Palmyra +3, Rolla +3, Kennett +2, St. Charles +2, Weingarten +2, Arnold +1, Boonville +1, Bowling Green +1, Capital City +1, Columbia +1, Eldon +1, Jackson +1, Macon +1, Moberly +1, Pacific +1, St. Robert/ Waynesville +1, St. Peters +1, Union +1, Wentzville/Lake St. Louis +1, Weston +1

Top Growth District Directors for May

➤ Tara Lang-McDowell	Region 9, District 1	+4
➤ Keri Jupka	Region 5, District 1	+2
➤ Matt Schaefer	Region 5, District 2	+1
➤ Tonya Benton	Region 9, District 2	+1

Top Growth Region Directors for May

➤ Joe Chandler	Region 5	+2
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Keep up the great work everyone!

State Service Center News

MAY MEMBERSHIP RESULTS

Missouri Jaycees! May was another difficult month for us as many chapters still struggled with VERY FEW new members. NEW MEMBERS are the KEY to success! Here are the stats:

Total Billed in May	=	164	
Total Renewals	=	109	(66%)
Total New Members	=	62	☹
Total Extensions	=	0	☹
Net (+/-)	=	+7	☺

Wonderland Camp Fall Work Weekends 2004

- ✓ **October 1-3, 2004** Muleskinners & Show-Me Corp
- ✓ **October 8-10, 2004** All Regions

Please put these dates on your calendars. We will need all Jaycees to come out to close the Camp for the winter months on the above weekends. If you have any questions about the work weekends, please contact CDVP Pat Aubuchon at (636) 239-9448 or email pataubo@sbcglobal.net.

Open Check Policy for Monthly Membership Dues

Hopefully, your chapter is participating in the open check program for membership closeouts! If not, please contact [Joe Jerkins](#) at (573) 634-2321 for more details. It is really handy when it comes to membership closeout when we must have a payment in hand before we can turn in your membership to the National Organization.

Nominations Due for Outstanding Local Officers & Members

Do you have a local member of officer that was a PERFORMER for your chapter this past month? Maybe someone who recruited some new members to help you get to growth? Maybe someone who went "above and beyond" to make a chapter project successful? If so, please consider nominating them for special recognition by President Beth and her Team at the upcoming state meeting.

Chapter Presidents are encouraged to submit nominations each month. Print off a copy of the nomination form at http://www.mojc.org/Member_Award_Form.pdf. Complete the form, including a summary of the nominee's specific contributions that were outstanding and worthy of special, statewide recognition. After signing the nomination form, fax to Executive Director Joe Jerkins at the State Service Center at (573) 634-4859.

DEADLINE: Nominations are due by the 10th of each month. For example, nominations for March outstandings are due by April 10th.

Membership Call-In Deadlines for 2004

RENEWAL CALL-IN DEADLINE: By the 10th of each month, we want to know who is renewing, who is dropping and who is still questionable. We also want information on any new members signed for the month so far. Chapters should forward that information to their District Director, Region Director, assigned Vice President and Executive Director Joe Jerkins.

FINAL CALL-IN DEADLINE: By the posted Final Call-In Deadline, we need to know if there are any additional renewals **AND** we need information on all new members (name, address and DOB). Chapters should forward that information to their District Director, Region Director, assigned Vice President and Executive Director Joe Jerkins by the following deadlines:

<u>Processing Month</u>	<u>Final Call-In Deadline</u>
June	Wednesday, June 23, 2004
July	Wednesday, July 28, 2004
August	Wednesday, August 25, 2004
September	Wednesday, September 29, 2004
October	Wednesday, October 27, 2004
November (YEAR-END)	Wednesday, December 1, 2004

On Thursday night following each month's Final Call-In, the Executive Team will meet at the State Service Center from 7:00 p.m. to 10:00 p.m. to make follow-up calls as needed.

STATE INCENTIVE PROGRAM!

The incentives that we have are based on chapters, districts, regions, program managers and individual recruitment. Check the Missouri Jaycees website for the [list of incentives](#). VERY IMPORTANT!!!!!!! Please remember to fill out the paperwork to get your incentives for recruitment recognized at the state and national levels. See the website for the [Member Recruiter Form](#).

Chapter & Officers Directory

Please let me know if there are corrections for the [Chapter and Officer's Directory](#) and I'll update the version that's available for download from the website. Click the link above for the latest version. Check back often to ensure you have the most recent contact information for everyone.

Please issue challenges and incentives to bring NEW MEMBERS into your chapters in June!!!

Joe Jerkins

Executive Director



MISSOURI JAYCEES

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