

Growing Your Post in a Local/State or Non-DoD Environment

Presented by the Membership COI

November 12, 2019

Membership COI

National community of interest to support Posts and Membership POCs

- Cindy Lincicome, F.SAME, Chair
- Mike Huffstetler, Chair-elect
- Jill Murphy, Staff Liaison

Membership COI

COI Meeting at Small Business Conference

Open to all interested in membership!

Wednesday, Nov 20, 2019 – 7:30 AM – 9:00 AM

Kay Bailey Hutchison Convention Center - Room C147

Today's Presenter:

LTC Wendell "Buddy" Barnes,
F.SAME (USA) Ret.- SAME National
President and Houston Post



Is your Post Solely Dependent on DoD or Federal Government Participation?

- Know YOUR value proposition
 - Why should a non-federal organization join your Post?
 - Do non-federal agencies have prior federal employees or military retirees?
 - Are they currently members of your Post?

Who do you include?

- Are the non-federal governmental agencies invited to your meetings and events?
- Have you asked them to present their agency programs?
- Do your programs associate with non-federal agencies?
- Do your members do non-federal work?
- What are the possibilities of intersection between federal and local government?

Talk to them...

- Introduce yourself as a representative of SAME
 - Tell them the Value of Joining of SAME
 - WIIFT: What's in it for them (PDHs, Scholarships, Networking, etc.)
 - These agencies need to have VALUE at the Local Post Level.
- Ask them to visit – be your guest.
- When they see the value, ask them to Join! (\$75.00/Year for 10 members)

Questions?

Upcoming Webinars:

- Dec 3 @ 2:00 PM ET – Navigating the Post Resource Center & Document Exchange
- Dec 12 @ 2:00 PM ET - Using Strategic Partners at the Post Level

Other Resources:

- Post Resource Center: <https://www.same.org/Get-Connected/Post-Resource-Center>

Centennial Starter Kits Available!

- Kits contain a variety of Centennial “swag” items for the Post to use at their discretion.
- Login to your member account and look for the link to request a package in the Post Leader section
 - www.same.org/Member-Account
- One package per Post, must be requested online!
- Additional items may be ordered directly from the suppliers.