

## RENEWAL PHONE CALL

Hello, I'm \_\_\_\_\_ from Unit \_\_\_\_\_  
(YOUR NAME) (NAME AND NUMBER)

here in \_\_\_\_\_. Are you \_\_\_\_\_?  
(LOCATION) (MEMBER'S NAME)

The reason I'm calling is we noticed you have not renewed your membership in the American Legion Auxiliary for the current year. Your membership is very important to us and we want to make sure everything is all right.

- If there is a problem, listen and see if the Auxiliary can be of help, or if a problem can be solved.
- If they have paid their dues, check it out and get back to them.  
dues.
- If there is no problem, suggest times and dates you could come by and pick up her dues.
  - Could I come by in the next 30 minutes to renew your membership, or would tomorrow about 10:00 a.m. be better?
- Confirm the response by repeating it, and also confirm her address with directions to her home.
- Thank her for her time no matter what the outcome!

## ROLE PLAYING

- 1) Make a list of the fears you have when you call or knock on doors. What is the worst thing that can happen?
- 2) When you face your fears they will become less scary. This will help you to be prepared for what may actually happen during canvassing/recruiting.

Fears are based on assumptions about the person on the other end of the line or on the other side of the door. Put yourself in that position and go for it.

### Reasons people say **Yes**:

- ☺ They like the person asking
- ☺ Believe in the program or organization
- ☺ Get something for the money
- ☺ Feeling generous
- ☺ Know their dues will be used well
- ☺ Feels guilty saying no
- ☺ Wants to support troops
- ☺ Knows someone in the organization
- ☺ No time to volunteer so joins just for the number

### Reasons people say **No**:

- ☹ Does not believe in the program or organization
- ☹ Organization has a bad reputation
- ☹ Can't afford it
- ☹ Bad mood that day
- ☹ Belongs to too many other organizations
- ☹ Not sure what the dues will be spent on
- ☹ Person asking is too pushy

A negative answer is usually not the fault of the person asking. There are usually reasons outside our control or knowledge.

Hopefully taking time to look at the reasons realistically will help with the barriers around asking someone to join. Think about what you would say and why. The worst that can happen is she might say NO.

If you are asked a question you cannot answer, respond by saying, “I don’t know, I will find out for you.” And Do That.

This is similar to hearing a loud unfamiliar noise in the night in your house. Do you stay huddled under the covers and think the worst or the more difficult thing, get up turn on all the lights until you find that silly cat that was up on the counter and tipped over your vase of flowers.

Remember it is an honor to belong to the **WORLD’S LARGEST WOMEN’S PATRIOTIC ORGANIZATION** and one that stands for God and Country. Serving this organization can be one of the most rewarding things you will ever do. So why not share it.

## Mapping for Canvassing/Recruiting

Personnel and supplies needed:

- 1) At least two members working as a team to do mapping
- 2) Address list of Legion members
- 3) Several copies of a map of the area you are canvassing
- 4) Several different colors of high-lighter pens

Mapping tasks to accomplish prior to the arrival of UD & R team

- 1) Place a number by each member's name on roster that lives locally (in your canvassing area)
- 2) As you find each address on your map (street name and close proximity) put their corresponding number on the map where they live. Be sure its clear enough to read.
- 3) After you have located all the members on the map, make a grid and divide it into as many grids as you have teams. This should be an area that can be worked in about three hours.
- 4) Make each team a list complete with names and addresses for every member to be visited by that team.
- 5) Combine the team lists and make a Master List.
- 6) Each area or grid has its own color or highlighted numbered spots on the map according to the names on the list.
- 7) Each team should consist of at least two members and better if there are three or more per car. (Never have just one person a car).

# Master List

Team Name	Post Member's Name	Post Member's Address
	(numbers by names correspond to their address on the map)	
<b><u>Yellow Team</u></b>		
#1		
#4		
#5		
#8		
#9		
#16		
#17		
#21		
<b><u>Blue Team</u></b>		
#2		
#3		
#6		
#12		
#19		
#22		
<b><u>Green Team</u></b>		
#7		
#10		
#11		
#13		
#14		
#15		
#20		
<b><u>Pink Spot:</u></b> Meeting Location and time after canvassing		