

D4REPORT

WE ARE AFSA

FEB 26, 2018



UNITING AIRMEN SINCE 1961

DR. JIM CRISSINGER

SMSgt (Retired)
Division 4 President
CH 1075 JBSA Randolph, TX

President's Corner

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WORDS FROM THE PRESIDENT

A Year of Challenge: Without doubt 2018 will be a year of challenges for us as an organization and individually. The trickle-down effect of the Sequestration law is still with us, budgets are getting smaller and the expectations are greater. Congress seems intent on reducing programs, shutting down the government, and looking for ways to improve social programs at the expense of defense. Our recruiting pools are smaller and our opportunities to contact new students on AETC installations has dwindled. This means our recruiters have less of a target audience than in previous years and this has had a huge impact on our recruitment for AFSA. Our recruiting efforts was never about just the chapter or this division but AFSA as a whole. Recruiting for AFSA outside the schoolhouse at our permanent duty locations must pick up some of this slack and that will take a team and individual efforts to be successful.

The focus of The target painted on the backs of retiree's and military members by Congress and DoD continues to grow. Military benefits are now considered targets of opportunity for Congress as the view the reduction of retiree COLA, commissary closures looming on the horizon, changes in the current retirement system, increasing TRICARE and prescription refill costs, eliminating payments of concurrent receipt, and much, much more.

Protecting quality of life programs for military veterans, service members, retirees and their families has become even more important than in the past. We have limited tools to combat these changes but the tools we have are powerful and effective if used. First, we must exercise our right to vote. Next, we must continually contact our elected officials and express our concerns. One such way is through VOTER VOICE it is a simple and easy process moreover; you don't to be a member of AFSA to use our VOTER VOICE, simply visit our website at URL: www.hqafsa.org and then click on the LEGISLATIVE ACTION CENTER on the right side and follow the simple instructions for VOTER VOICE. Another way to combat the changes Congress intends to implement is to belong to a professional organization such as AFSA that has the ability to lobby Congress on your behalf. Your membership gives our organization the ability to have a member of our staff representing you and our association on Capitol Hill every day they are available. That is a lot of bang for a small investment of your membership fee and the return in quality of life programs, pay and benefits and other entitlements is huge over the course of lifetime.

The last area that will continue to be a challenge for our organization is retention. Retaining the members we have is of the utmost importance to our membership and association. Keeping our members entails work, it involves sending letters, sending e-mails, making phone calls, and flat out just reaching out the members and making contact with them and encouraging them to renew their membership. There are lots of exclusive AFSA membership benefits; there are lots of fringe benefits such as mentorship, camaraderie, fellowship, leadership opportunities, community activities and events, and professional development. Moreover, we care about enlisted members and their families. The voice of one airman is just as important in our organization as that of our International President. We truly represent every enlisted category, every active duty, guard or reserve, veteran or retiree. Our organization will continue to lobby to keep and protect your pay and benefits. If those reasons are not enough justification to convince somebody to renew their membership, I'm not sure what is because there numerous ways to recoup you money invested in your membership just in cost savings from some of our exclusive benefits not to mention your pay and benefits entitlements. If your chapter is not working retentions then you need to start now, the retention piece of membership is AFSAlutely critical and needs to be worked.

The bottom line is 2018 will be a challenging year for our organization and as individuals and we can use "all hands" to keep AFSA strong. Make a commitment to help AFSA by committing to recruiting and retaining members for our organization without your help we can't do what we do for you.

~~ **Dr. Jim Crissinger**

4 STEPS TO MAKE A 2018 MEMBERSHIP TEAM SUCCESSFUL

Membership is an important pillar of our AFSA foundation. Membership is a huge endeavor for any chapter when you break down the fact that membership entails recruiting, retaining AND covering the bad address list. I'd like to submit a blue-print to assist in making your membership team successful for 2018.

1) Membership Trustee – Over communicate. It is your job to manage the membership program. Develop sub-committees with Chair-persons over recruiting/retention/bad address.

2) Recruiting – Assign a particular member a particular brief based on skill and personality. Give them the ownership of the event and lay down expectations for the brief.

3) Retention – Assign one person to oversee team of 2-3 people. Their job is to scrub the 4- month lapse roster or chapter roster sorted by members coming due in the next 6 months. You can retain them IF you make sure they use/you use an AFSA membership number. Also a selling point when retaining 6 months out is your chapter gets the credit/gets \$.50 and their membership never lapses...the retain starts when the previous membership WAS SET TO EXPIRE.

4) Bad Addresses – Often overlooked this is a critical part of any successful chapter. Remember your chapter will not get credit for folks in Bad Address status. Those folks in turn are likely never to renew their membership. You should have a team that can scour social media/send out emails/ or just pick up the phone and call to make sure the address is no longer "bad".

Follow These 4 Steps and Your Membership Team Will Truly Be Successful This Year!

~~ **Dr. Jim Crissinger**

BY THE NUMBERS

Below is the Division 4 Goals for 2018. I'm hopeful that by years end we can surpass our recruiting and retention numbers and reduce our bad addresses across the division to zero.

Recruits	Retentions	Bad Addresses
3500	300	0
198	15	0



WHERE WILL YOU BE APRIL 2018?



300 Riverside Dr, Bossier City, LA 71111-5017

Dates: 4-8 April 18 Boomtown Casino Bossier City, LA

4 Apr – Executive Council Arrival & Pre-Convention Business Meeting

5 Apr – Golf Tournament & Ice breaker

6 Apr – Opening Breakfast, President's Luncheon, Business Meetings, Open

7 Apr – Business Meetings, Training, Elections, Honors Banquet

8 Apr – Departures

Wenzel & Debby Oestrich: Convention Managers

E-Mail Wenzel @ wenzelo40@suddenlink.net

E-Mail Debby @ debbyo40@suddenlink.net

DIVISION ELECTIONS

At our upcoming convention in April at Bossier City, LA we will be holding Division elections. There are currently four positions available on the Division Executive Council: President (two-year term), 1 st Trustee (one-year term), 2 nd Trustee (one-year term), and 3 rd Trustee (one-year term). If you are interested in any of these position please review our division standing rules, specifically rule 17-1 for the requirements for these positions and submit your letter of intent and AFSA Resume.

WORDS FROM THE AFSA INT'L LEGISLATIVE TEAM

The Just a reminder the Legislative Action Center is your one stop shop for your legislative needs when seeking information on current legislation or wishing to contact your elected official. The Legislative Action Center is currently powered by Voter Voice. Voter Voice is simply a tool that drives our Legislative Action Center.

Within the Legislative Action Center you can find current advocacy campaigns, find your elected officials, review bills, and have the opportunity to sign up for Legislative Action Center Alerts.

You will find the Legislative Action Center link at the top right hand side of the AFSA Home Page located at URL: www.hqafsa.org

Please take some time to review the features, sign up for the legislative alerts, and help us help you in our advocacy efforts in fighting for and maintaining your pay and benefits.

One last comment, thanks to all of you who participated in our Legislative Survey. Your time, thoughts and actions have helped provide a baseline for the establishment of our Legislative Platform for the upcoming year. Thank you!

AFSA International Legislative Team

FOOD FOR THOUGHT

The Core Values of AFSA are Integrity, Patriotism, Service, and Fraternalism are you working to uphold those core values? Are you contributing to our efforts of patriotism, service, and fraternalism? You know it doesn't take much effort to help us or to contribute to those three specific areas. Supporting quarterly awards ceremonies, attending retreat, participating and attending services on Memorial Day and Veteran's Day are simple and easy patriotic activities. Attending chapter meetings, helping in fund raising activities, volunteering in community projects again are simple service activities. Promoting AFSA, attending chapter parties, attending recruiting venues, spreading the word about AFSA, meeting with fellow veterans and their families are all examples of fraternalism. None of these are all inclusive and many cut across a couple of areas; my point is to simply get active and get involved. I purposely left out integrity, because I believe that goes without saying and we all have integrity and we all are willing to do the right things. Think about how simple and easy it is for you to get active and involved. I encourage you to get busy and help us help you. Remember my why for AFSA - it is airmen taking care of the enlisted members and their families. That is truly the bottom line for AFSA and what we are all about; that strong fraternalism of looking out and taking care of each other.

~~ **Dr. Jim Crissinger**

GREG GALLUP

SMSgt (Retired)
Division 4 Vice President
CH 1076 JBSA Lackland, TX

JOHNNY BYRD

MSgt (Retired)
Division 4 Senior Advisor
CH 0615 Barksdale AFB, LA

Awards Chairman

New Presidents and Executive Council members welcome to the Division 4 Leadership Team. Unfortunately, your terms are going to go blindingly fast and your term is going to be done in no time.

Please, remember the process that you just endured to update HQ AFSA with annual reports. As I said in my last newsletter input those reports are very important and some stop legal liability for you when you are leaving your position, such as a Directory of Officers and Audit are completed. Until both of those are received by HQ AFSA you are still liable for funds and you are still recognized as the leadership for your Chapter. Lastly, I know the end of the year seems a long ways away, but remember to reward your top performers with awards submissions at the end of this year.

Outgoing Presidents/Executive Council Members and Ongoing Presidents/Executive Council

Members, thanks for your hard work in 2017 and best of luck with your future endeavors and hopefully future AFSA endeavors.

~~ **Greg Gallup**

RECOGNIZING OUR MEMBERS

Our AFSA Fellow AFSA Professionals, the time has arrived once again to recognize your Chapters star performers and your Chapter for your successes for 2017. The AFSAM 100-5 has undergone some revisions and changes to awards categories. Copies of the manual and forms have gone out to all Chapters, please ensure that all forms, pictures, bios are attached when submitting your packages. An extension for submissions has been approved by DP Crissinger for Monday, February 26, 2018.

It is vital that we recognize our members for their contributions, even if they are not the winner at the Division or even at International, they are winners at the Chapter and are winners in my eyes.

Congratulations to all Nominees, both in the individual and team categories. I know that everyone does their best each and every day to foster a great team at the Chapter level and contribute to the growth and prosperity of our Organization.

For myself and Lisa, we are looking forward to seeing as many of you at the Division convention that can attend.

God Bless and thanks to each of you AF and Family members for your contributions to our Air Force and the Air Force Sergeants Association....

~~ **Johnny Byrd**



SRA
AUTUMN
CARTER

Division 4
Communications
Trustee
CH 658 Little Rock, AR

First and foremost, I would like to thank everyone who participated in our Social Media Competition and congratulate Chapter 652 on their win! Our communication is one the most valuable assets we have. Today, with the convenience of technology, being connected can be take for granted. We have e-mail, smartphones, social media... information at our whim. So why not use the information and connection we have to our advantage? At least, these are our thoughts for the Division. As we make our way into 2018 we want YOU, our members to connect with D4. If you haven't already, follow us on Facebook and Instagram.

~~ **SrA Carter**

www.afsativ4.org

www.facebook.com/afsativ4

www.instagram.com/afsativ4council

ROLL CALL

Chapter 615 - Barksdale AFB
Chapter 651 - Columbus AFB
Chapter 652 - Keesler AFB
Chapter 658 - Little Rock AFB
Chapter 1054 - Sheppard AFB
Chapter 1055 - Fort Worth
Chapter 1056 - Dyess AFB
Chapter 1062 - Houston
Chapter 1066 - Goodfellow
Chapter 1069 - Laughlin AFB
Chapter 1073 - Dallas
Chapter 1075 - Randolph AFB
Chapter 1076 - Lackland AFB
Chapter 1077 - Fort Sam Houston