

**REMINDERS/ NEW DEADLINES**  
**International photo contest 1 Oct**  
**Volunteer of the year program**  
**moved from 1 June to 15 January**

Quotation: Few things in the world are more powerful than a positive push.  
Richard M. DeVos

**WORD JUMBLE: SOUNDS FAMILIAR** (Sound out the groups of words below to get a familiar expression) \*See bottom of page for answers.

- 1. Ringer Hound Their Hose Sea**
- 2. Abe You Team Arc**

*Is this how you feel after Quota Training Seminar and conference? Everything is a jumble. Well, as promised let us do some GOAL PLANNING FOR REMAINDER OF 2009 AND BEYOND*

This week I was asked two questions by new Quota leaders? What does Quota mean and what is my job as VP? To answer the first question, I have given you the link below to read the History of Quota. For the second answer, your job as VP is to promote Development and Growth. That means Develop and Grow your members (RETENTION) and recruit new members and/or charter new clubs (RECRUITMENT). I have only heard from a couple of clubs but I know you are all working hard. I expect to hear your constructive criticism as I travel with Governor Mary. This edition has **RECOMMENDED SHORT TERM GOALS FOR RECRUITMENT AND RETENTION**. If you are on track, Great! My recommendations are meant as tools. **My job as Lt-Gov is to motivate you to ACT LOCALLY.**

Know the culture of your club and start building your team. Each interaction with any team member should be approached asking the questions: What obstacles are in place? How can they be addressed? and, Are there any resources that District can provide to help reach your goals? With the right culture, teams become extremely responsive and agile. We are facing the demands of change. Some individuals like the old structure; new members want to learn and be challenged; and, some may jockey for positions of influence and recognition. To develop and grow your members, your club, and Quota International, you need to know the culture of your group. You have experts in your clubs but do not forget our demographics are changing. New members may not always ask the question so you as VPs and 2VPs are there to help create a positive environment and assist the club president.

**RETENTION GOALS:**

1. Acknowledge members who have long standing service by ensuring their pins are ordered and presented on time. Suggest adding the member's Date Joined to your club's roster so you can easily keep track;
2. Recognize members throughout the year – Written words of Gratitude do not cost anything but are of great value; and
3. Complete a New member survey or Club personality survey to see how your members feel about the club culture. I have attached a SAMPLE. MASSAGE IT TO MAKE YOUR OWN

## RECRUITMENT GOALS:

1. We have tried a few different ideas in the past to help each other Develop and Grow. I would like you to try this idea. I am matching clubs and would like you as Pres-elect or VP to contact your counterpart at the other club. Talk! Learn! Mentor! Create new relationships!

I urge all of you to follow through on this, and not just by e-mail. Learn and help each other. Some clubs are struggling and some are expanding with no trouble. **Here is my match list:**

- Q.I. Orillia –Q.I.Hamilton
- Q.I. Mariposa Silver Q –Q.I.Collingwood
- Q.I. Owen Sound – Q.I.Peterborough
- Q.I.Barrie – Q.I.Grey Bruce Silver Q
- Q.I. Ottawa – Q.I. Huronia

2. Set up a recruitment night. Take a look at the District Dynamo, **renamed Shining Stars Membership Challenge**. Why not compete to be the best? To learn how your club compares across Canada, visit [www.quota.org](http://www.quota.org)

## INFORMATION EXCHANGE

I would like to hear your ideas for next newsletter.

**For example:** Did you initiate contact with a school to discuss a junior club?

How does your club choose its Volunteer of the year? Does your club have a committee?

Did you have success partnering for events?

Did you invite a specific group to your recruitment event, i.e. nurses, realtors, teachers?

I hope to spend a few minutes with each of you during the Governor's visits. If I am unable to visit, you know where you can find me. I am eager to learn what the Silver Q clubs need. You are our inspiration in recruiting new members and retaining loyal ones. I know you work hard in your communities. There is no better motivator than Hands-on SERVICE.

## HELPFUL LINKS:

[http://www.reflectivekeynotes.com/motivational\\_speeches.htm](http://www.reflectivekeynotes.com/motivational_speeches.htm)

<http://www.quota.org/site.index.htm>

<http://www.quota.org/gtku/aq.hist.3.htm>

<http://www.quota.org/gtku/aq.hist.2.htm>

<http://www.wesharefoundation.org/>

Big thank you to Donna Potts, and Peterborough for allowing me to use their idea to enhance the District theme.

*Ann M. Keating-Morrison. Lt-Gov  
September 2009*

## O\*SOUNDS FAMILIAR ANSWERS:

1. Ring around the Rosy. 2. A beauty mark

**"Guarantee Smiles: Say something nice. If you could say one really nice thing about each member of the club, what would you say?" Why not turn to the person next to you and do just**