



Round-Up



The Newsletter of Sons of The American Legion Central Region

Volume 2 – Issue 40 – August 2, 2020

Central Region Membership
124,991 – 94.192%
Third Place as of July 29, 2020

RECRUIT!
RETAIN!
REINSTATE!

Central Region Renewals
114,278 – 87.01%
First Place as of July 28, 2020

105% Target missed

Gentlemen,

I have a few questions for everyone to ask themselves regarding membership:

1. What are we doing?
2. Why are we doing it?
3. How do we change it?

We are one month into the 2020-2021 membership year, but nearly everyone is still chasing down renewals from last year. *What are we doing?* Wouldn't our time be better spent chasing our renewals early in the year so we can focus on recruiting?

Because we have always done it that way is not a good answer to *Why are we doing it.*

Let's change our mentality, our culture, and our approach to membership this year, and attach our renewals now. This is our answer to *How do we change it.*

In order for us to make this change, we need to share the message with everyone. All Squadrons, Counties, Districts, and Detachments need to be told that we want to do things differently, that we want to improve our numbers, and that we want to do our work in a different way. The only way that we can do it is with the help of everyone. **Who's next?**

One of the easiest ways to begin the process is to sign-up for and use MySAL.org. This tool is what we wanted, and now it's time to get behind it and to use it to its fullest capacity.

Some of our members are afraid to use MySAL.org, with comments being made like; "I don't want to have to give out our bank information." "I don't do computers." "It's too hard."

Believe it or not, this is one of the safest, most secure, and easiest programs to use. If you do online banking or pay bills online, your personal bank information is used. For most people, doing this is not an issue. Why should it be for using MySAL.org?

If you are someone who doesn't use a computer, this is a great way to learn a quite simple process for processing your membership. It's not too hard, and it will make you want to expand your technology use. Don't be shy or afraid, just please try it. I am confident that you will like it. Let's put it to the task and see if it can help us reach quota by August 28, 2020 for the 2020-2021 membership year.

As always, please do not hesitate to contact Doc Pfeiffer or me if you need help with anything.

Thanks for your support of this publication!

Proud Possessor of a Priceless Heritage,



#SALSTRONG

Jeff Vrabel, Sr.
Sons of The American Legion
National Membership Committee
Central Region Chairman
jeffvrabelsr@gmail.com

**Serving Those Who Served...
Full Steam Ahead**



SONS OF THE AMERICAN LEGION



MySAL

MEMBERSHIP DATABASE

100% MEMBERSHIP BY AUGUST 28, 2020



To All,

Congratulations to Iowa and Wisconsin for surpassing the 105% goal, great job. Even though we did not make the 105% goal as a region, Jeff and I are proud of your hard work and dedication through the trying times we have faced this past year. No one gave up and threw in the towel, we all tried to move forward with new ideas on retaining our members. You can see that this worked as we achieved an 87.01% renewal rate, although this was below the target of 95%, we were still **FIRST** in the Nation.

As we start a new year, we cannot forget all of our members that did not renew last year. We need to continue trying to get these members to renew. I encourage you to contact the other Commanders and Membership Chairmen in your region and have some friendly competition with the membership goals this year

I am looking forward to serving as your Vice-Commander next year. If you have any questions, feel free to contact Jeff or myself. We are here to help.

*Richard "Doc" Pfeiffer,
National Vice-Commander Central*

**"Serving Those Who Served...
Full Steam Ahead"**



The American Legion Family

National Commander Clint Bolt's 2019-2020 Goals

Please remember as you travel and promote the Sons of The American Legion and National Commander Clint Bolt's goals for Membership and all Legion Charities.

- **RECRUIT, RETAIN, AND REINSTATE** to reach **400,000** members
- Renewal rate above 95%
- Obtain 105% in membership by National Convention in Louisville, KY
- Recognize our achievements
- Child Welfare Foundation \$500,000
- National Emergency Fund \$100,000
- Soldiers Wish \$100,000
- Legacy Scholarship \$100,000
- Veterans & Children's Fund \$100,000
- Operation Comfort Warriors \$100,000

2020 – 2021 Central Region Membership Challenge from Jeff Vrabel, Sr.

August 28, 2020 100%

Who's next?





Bolt: Still much for SAL members to do in 2020

by SAL National Commander Clint D. Bolt
JUL 14, 2020

We are now transitioning to our new year but there is much left to do for 2020. Right now, there are 57,433 members that have not renewed for 2020. We need to reach out to them and let them know how important they are to us and if there is anything The Sons of The American Legion can do for them.

- Continue with Buddy Checks; they have proven to be our best form of staying in touch with our veterans and the Sons membership. When the posts closed, so many were shut off of social interaction and the support system that they came to depend on. Reaching out is the best way to gauge the level of help that is needed by the veterans and the Sons.
- This pandemic has had an impact on the amount of money raised for Legion Charities. It's important that we do all we can to keep the Legion toolbox ready to go when called on. When a natural disaster strikes, the NEF is there, ready to assist. If the children of a veteran are faced with losing their home due to lack of money for rent, it's the Temporary Financial Assistance (TFA) program that is there to help. Our Child Welfare Foundation (CWF) grants are important to help with the betterment of all our children. The Legacy Scholarship ensures that the children of our fallen servicemembers will be able to get a college education. Operation Comfort Warriors (OCW) is there to assist our wounded war-

riors with the non-essential items not provided for by the DOD or the transition units.

- Our Member Training and Development Committee is working hard to provide training for commanders and adjutants, NMI and NECmen. When these become available online, take advantage of them. With so many conventions and conferences not happening, these will be the best way to prepare all the new leaders we will be needing one year from now.
- Keep sharing your "[Snapshots of Service](#)". Your snapshots give us all examples of how we too can press on and serve our veterans, Sons, and communities.
- Keep "Making a Difference"; with your help and God's, I am certain we will all get through this together.



"Serving Those Who Served... Full Steam Ahead"

Clint Bolt, National Commander
Sons of The American Legion

**National Commander
Clint Bolt's Goal**

**National Convention
August 30, 2020**

105%

**2019 – 2020 Detachment Membership Standings
as of July 29, 2020**

**2019 – 2020 Detachment Renewal Rates
as of July 28, 2020**

DET	GOAL	ACTUAL	%
IA Q1 * 🏠	4,375	4,624	105.691
WI Q2 *	3,744	3,955	105.636
IL	14,546	14,373	98.811
OH	31,133	29,621	95.143
MN	11,748	11,018	93.786
MI	24,083	22,446	93.203
IN	39,364	36,070	91.632
MO	3,705	2,884	77.841
TOTALS	132,698	124,991	94.192

DET	2019	RENEWED	%
IA	4,452	4,116	92.45
IL	14,431	13,212	91.55
WI	3,945	3,494	88.57
MN	11,565	10,137	87.65
MI	24,126	20,494	84.95
IN	38,876	32,856	84.51
OH	30,456	27,339	89.77
MO	3,485	2,630	75.47
TOTALS	131,336	114,278	87.01

Q = QUOTA – CONGRATULATIONS!!!

🏠 = All Time High

* = Met July 29 National Target of 105%

**2019 – 2020 National Renewal Rates
as of July 28, 2020**

**2019 – 2020 National Membership Standings
as of July 29, 2020**

REGION	GOAL	ACTUAL	%
Southern	42,763	42,600	99.619
Western	26,395	25,313	95.901
Central	132,698	124,991	94.192
Midwest	30,366	28,255	93.048
Eastern	146,273	134,502	91.953
TOTALS	378,495	355,661	93.967

* = Met July 29 National Target of 105%

-13,144 ahead of last year

REGION	2019	RENEWED	%
Central	131,317	114,278	87.01
Eastern	144,840	123,667	85.36
Southern	42,858	36,228	84.49
Midwest	29,920	24,900	83.21
Western	26,524	21,188	79.86
TOTALS	375,540	320,261	85.28

PLEASE SEND 2020 – 2021
OFFICERS, DEC, AND COMMITTEE/COMMISSION
CHAIRMAN CONTACT INFORMATION TO ME AND
DOC AS THEY ARE AVAILABLE

jeffvrabelsr@gmail.com
docsal423@gmail.com

THANK YOU!!!

**Sons of The American Legion
Membership Committee Call**

6:00 PM MST

Call in # (515) 604-9644 Access Code: 889133

<http://join.freeconferencecall.com/jrnavarr>

The National Membership Committee holds its monthly Conference Calls on the **third Tuesday of each month**. It is important that we get the message out to as many Membership Chairmen as possible. Please share this with your District and Squadron leadership and ask them to join us.

**Sons of The American Legion
Central Region Conference Call**

7:30 p.m. Eastern Time

Phone (774) 220-4000

Access Code 04423

The Central Region holds its monthly Conference Calls on the **Third Thursday of each month**. Please pass the word as we would love to have more participation.

Please share this with your District and Squadron leadership and ask them to join us.

National Membership Update



Gentlemen,

While we may have missed our goal of 105%, we came in with a 93.97% and with all of the statewide closures due to Covid-19, our membership continues to grow, slow and steady...

Congratulations to the 11 detachments that met or exceeded the target! They were the *Hawaii, Philippines, Alabama, and Louisiana. Seven of these detachments have All Time Highs in membership. Congratulations to Puerto Rico, South Dakota, Mississippi, Idaho, North Carolina, Iowa, and Wisconsin.*

Traditionally the 2020 Delegate Strength Report is based on this target date, however with National Convention being canceled this year it gives us the opportunity to continue working on our renewals and hitting that 100% overall.

***** As we are only 22,834 members away from hitting 100%, we need to focus on reaching out to those that haven't renewed. Let's not let an over 40-year tradition of meeting or exceeding 100% in membership stop, do all you can to make it happen before years end!!**

Remember our membership goals for the year.

- Recruit, Retain, and Reinstate to reach 400,000 members
- Bring Renewal Rate Above the 95% Range
- Obtain 105% in membership by National Convention in Louisville
- Recognize our achievements

We need to keep the pressure on renewals. As of July 29, we had an 85.28% renewal rate. We are less than 10% away from our goal. Reach out throughout our Detachments and Squadrons and provide that "Buddy Check" and remind them the benefits of being a member of our great organization.

While this may be a very difficult time for all those affected by Covid-19, we need to remember that we are a family and we need to all come together to get through this. There will be an end to all the clo-

sures and quarantines and The Sons of The American Legion will come out on top!

Congratulations on your continued efforts and Thank You for all you do for the Sons!

105% Membership Report

*Joseph Navarrete, Chairman
National Membership Committee
2019-2020
(505) 301-7903*

"Serving Those Who Served... Full Steam Ahead"



**NATIONAL HEADQUARTERS
SONS OF THE AMERICAN LEGION**

July 31, 2020

**TO: National Officers, Detachment Commanders & Adjutants
FROM: Anthony Wright, National Adjutant
SUBJECT: MEMBERSHIP TARGET DATE - 105%**

"Congratulations"

Thank you for all your efforts so far this membership year. Our standings as of the 105% Membership Target Date (07-29-2020) are posted below:

2020 Membership Goal:	378,495
Total Membership:	355,661
Percentage of Goal:	93.967%
Year-to-Date:	-13,144 (compared to 2019 Membership Year)
Renewal Rate:	85.28%
Detachments making Goal:	11

Alabama	Louisiana	Puerto Rico
Hawaii	Mississippi	South Dakota
Idaho	North Carolina	Wisconsin
Iowa	Philippines	

GREAT JOB!!

Many detachments should achieve this membership goal soon! One detachment has yet to submit any per capita transmittals. (MX)

Next Scheduled Renewal Notice: **April 24, 2020** (3rd of 3)

Next Target Date: **July 29, 2020** (105%)

Renewal is the Key to Membership Success
Membership Is Everyone's Responsibility



**I WANT
YOU
TO RENEW!!!**

Ken's Corner



As most of you are aware, a national dues increase was put into effect beginning July 1, 2020, for the Sons of The American Legion. You may have observed when your squadron submits an electronic mySAL.org transmittal for renewal years 2020, 2019, 2018, etc. you were being charged \$5 a member, not \$2. Unfortunately, due to an ongoing software change, this cannot be corrected until January 1, 2021. If you are still renewing members for 2020 and later, please use a paper transmittal form. Again, this is for members renewing for 2020 and later. If you're renewing members for 2020, use the mySAL.org online transmittal process.

To alleviate confusion, the online transmittal process through myLegion/mySAL will only work for processing 2021 dues at \$5/member. Effective January 1, 2021, the National Per Capita of \$5/member will apply to all dues payments regardless of the membership year being paid. At that time, you will be able to use mysal.org for all membership years.

I am working with the finance division to determine the best course of action for refunding or crediting the difference paid for 2020 and later members. I anticipate a solution by the end of the week, and I will put out an updated message. Thank you for your understanding and patience. Please feel free to contact me if you have any questions.

Regards,

Ken A. George

Member Engagement Coordinator

National SAL & ALR Liaison

NALC Alumni – Class of 2016

Phone 317.630.1376

Fax 317.655.1509

www.legion.org

Veterans Strengthening America



THE AMERICAN LEGION
VETERANS • DEFENSE • AMERICANISM • YOUTH



**2020 – 2021
NATIONAL TARGET DATE**

September 10, 2020

10%

2020-2021 Central Region Membership Program



2020 – 2021 Central Region Membership Program

For this year's membership program, we will be breaking down the Central Region into three divisions based on Detachment membership totals for the end of the 2020 membership year.

Any Detachment reaching 100% by the 2021 American Legion Birthday will receive a plaque.

Any Detachment reaching 105% by the May 12, 2021 National Target Date will receive a plaque.

Any Detachment that reaches 95% Renewals by July 28, 2021 will win breakfast for their Detachment Commander and Membership Chairman at the National Convention in Phoenix.

Division 1 Under 10,000 members (*Iowa, Missouri, Wisconsin*)

Division 2 10,001 – 20,000 members (*Illinois, Minnesota*)

Division 3 20,001 members and up (*Michigan, Ohio, Indiana*)

Richard "Doc" Pfeiffer,
National Vice-Commander Central

Jeff Vrabel, Sr.,
Central Region Membership Chairman

Serving Those Who Served...Full Steam Ahead

A gesture of goodwill: Taiwan donates 250,000 medical masks to The American Legion

by [Mackenzie Wolf](#)
JUL 29, 2020



(Photo by Mike Kepka)

American Legion National Commander James W. "Bill" Oxford accepted a donation of 250,000 masks from Ambassador Bi-khim Hsiao, Taiwan's representative to the United States. A ceremony celebrating the gesture of goodwill took place July 28 at the Taipei Economic and Cultural Representative Office (TECRO) in Washington, D.C.

"This gift of masks will save lives," Oxford said in his remarks. "Even before COVID-19, it was not unusual to see people – mostly in the Far East – wear facemasks out of consideration for others. It truly is a selfless act. We will ensure that veterans across the country receive these masks."

"We are proud of our longstanding friendship with the American Legion," Hsiao said. "Last August, President Tsai addressed the 101st American Legion National Convention in Indianapolis, where she spoke about our joint values, as well as the sacrifices our veterans have made for democracy and freedom in both our countries."

Rep. Ted Yoho, R-Fla., also attended the event. He addressed the audience on the importance of the relationship between the United States and Taiwan and the commitment of both na-

tions to freedom, democracy, and human rights. "I stand here between two flags of two countries that represent peace, democracy, liberty and freedom," he said. "Those will never waiver."

The relationship between Taiwan and The American Legion was furthered during the national commander's trip to the Far East in 2019, when the delegation from The American Legion traveled to Taiwan. While there, Oxford met with President Tsai Ing-Wen to discuss relations between the two nations and the shared values of freedom and democracy.

"When we think about the world situation as it is today...we come to understand the value of our alliances and our friendship," Oxford said during the ceremony.

This event was about more than the masks, said Hsiao. It's about a shared commitment between Taiwan and the U.S., as well as a commitment to those who serve in the armed forces of both countries. "Today, we have brought 250,000 medical masks from Taiwan to donate to The American Legion, in part to thank them for their service to veterans and many communities here in the United States," he said, "but also as a symbol of friendship to jointly work to keep our communities and our veterans safe and healthy.

"We all owe a debt of gratitude to those that have served in defense of our many shared values."





“Complaining about a problem without posing a solution is called whining.”

Teddy Roosevelt



The American Legion
myLegion Request Form - Squadron

Sign up for mySAL! The American Legion National Headquarters has designed a secure internet site to assist Squadron Adjutant's in their day-to-day membership processing duties. This site serves as a direct portal from the local squadron to National Headquarters' membership system. You must have internet access to use this tool.

Features include:

- View and edit member information.
- Membership Processing: Renew, Add and Transfer Paying Members
- Generate membership reports
- Submit Consolidated Squadron Report electronically
- View Squadron Information

Prior to creating a site, a Request Form must be on file at National Headquarters signed by **both** the Post Adjutant and the Squadron Adjutant. No other signatures will be accepted.

** Note: Membership Processing is not available to all squadrons, based on Detachment approval.

Submit Form
 Email: mylegion@legion.org
 Fax: 317-860-3131

Mail To: The American Legion
 IT, Product Support Specialist
 5745 Lee Road
 Indianapolis, IN 46216

Already have an account?
 If your squadron already has an account, you do not need to complete a new form.

Call the myLegion Support Team at 833-253-9995 to assist with log in instructions.

Post/Squadron # _____ State: _____

Squadron Adjutant (Printed): _____
 Signature *Required, must be Squadron Adjutant* _____ Member ID# _____

Post Adjutant (Printed): _____
 Signature *Required, must be Post Adjutant* _____ Member ID# _____

Contact Information:
Does not have to be Squadron Adjutant. The information below provides us where to send correspondence and registration instructions to register a mySAL log in. Please note: Once the site is registered, only the Squadron Adjutant can request a username or password re-set.

Contact Name (if not Squadron Adjutant): _____
 Daytime Phone #: _____
 E-mail (**required**) _____

Updated 3/4/2020

Taps



Word was received Saturday, August 1 that Past National Chaplain (2002-2003) and Past Detachment of Ohio Commander (1997-1998) Rick Riviotta passed away overnight. He had returned to a room after knee surgery on Friday, July 31, and when he was checked on in the

early morning, he was found unresponsive, and pronounced deceased at 1:30 a.m.

Please keep the Riviotta family in your thoughts and prayers during this difficult time.

Rest in Peace Rick.

