

Membership



VETERANS OF FOREIGN WARS
NO ONE DOES MORE FOR VETERANS.®

We Are a Non-Profit

- Post 1 was Small Non-Profit of the Year in 2014
- Gave a class at the National Convention in 2015
- All-American Post 3-years running



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Larry Kendall



Author of Ninja Selling

Focus on the activities and the
business will follow

Ninja Nine



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VFW Ninja Nine

1. Show up
2. Gratitude
3. Handwritten Notes (two/day)
4. Focus on Programs
5. Focus on Community Involvement



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VFW Ninja Nine

6. Buddy Checks
7. Meet with 2 members a week
8. 50 live contacts a week
9. Update your database



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Phone Burner

- Auto-dialer (not robo-calls)
- Efficiently call your members
 - Called 98 numbers in 90 minutes after fire
 - 18 live conversations
 - Paula Underwood
- Not exclusively for renewal calls



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FORD Questions

(F)amily

(O)ccupation

(R)ecreation

(D)reams

Pleasure or Pain



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Adopt-a-Unit and MAP

- Military Assistance Program
- Post, Aux, or both
- Connect military members with VFW resources
- Welcome home, family day, picnic, yellow ribbon, holiday parties, care packages, etc.
- MAP grants to support these events



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Presidential Service Awards

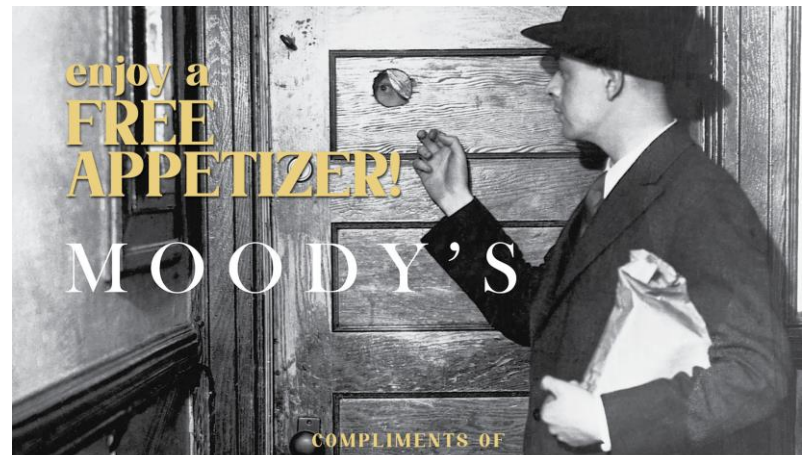


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Member Appreciation



COMPLIMENTS OF
YOUR Name YOUR Company Name

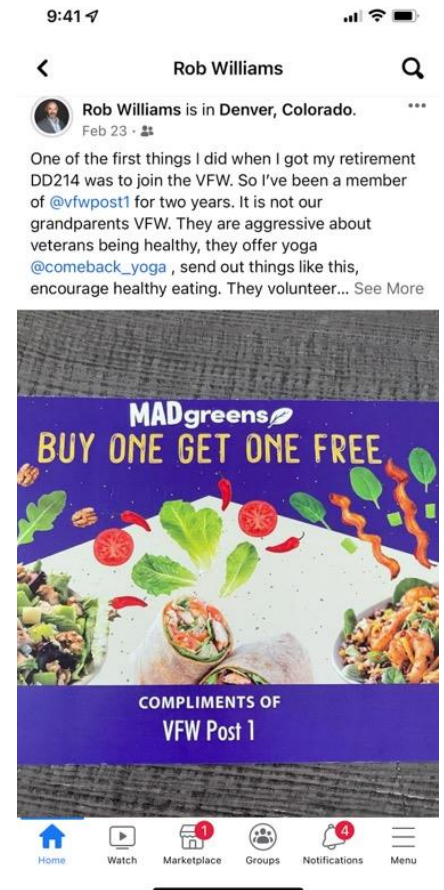


YOUR Name YOUR Company Name



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One of the first things I did when I got my retirement DD214 was to join the VFW. So I've been a member of @vfwpost1 for two years. It is not our grandparents VFW. They are aggressive about veterans being healthy, they offer yoga @comeback_yoga, send out things like this, encourage healthy eating. They volunteer...



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Coaching/Mentoring

John Keene

john@vfwpost1.org

303-547-7578



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