



The Federation Reporter

Washington State Federation of Chapters

National Active & Retired Federal Employees Association

February-March-April 2012

NARFE Quick References

- Toll-Free Legislative Hotline: 877.217.8234 (24 hours)
- Legislative Action Center: www.narfe.org
- NARFE Toll-Free Number: 800.627.3994
- NARFE Service Officers: 800.456.8410
- NARFE is on Facebook (Go to "NARFE National Headquarters" then "Like.")
- NARFE: www.narfe.org
- WSFC: www.narfewa.net

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From the WSFC President – Sandy Cagle

It is 2012 and, hopefully, it will be better than 2011 for federal employees and retirees!! Although the "super committee" failed to reach an agreement, we **must** continue to be vigilant and take action when asked because we are still "low-hanging" fruit to be picked.

NARFE's **PROTECT America's Heartbeat**

campaign continues, with some functions now in-house. Watch for updates, including calls for action such as sending letters to our federal elected officials and the next "National Call Congress Day," February 15.

Federal employees and retirees, and their families, too, face unprecedented challenges in these changing political and economic times. We need to keep our current members and also recruit many new ones.

With all the daily bad news for federal employees, you would think we would see new members breaking down the doors to sign up, but it hasn't happened.

However, these times are a great opportunity to reach out to soon-to-be retirees. Rather than waiting for them to come to us, let's go get them. See page 9 for some excellent ways to make that first contact. We

will only be successful if we have members to keep the pressure on Congress. Remember, we are more powerful in large numbers.

Also looking ahead, our Federation's biennial convention will be May 14-16, Red Lion Hotel Vancouver at the Quay. Paul Shell, Federation secretary, has been sending out information via e-mail, including the registration forms and other details. Watch for more details on our Federation web site, www.narfewa.net.

Further, all Federation officer and district vice president positions are up for election. Consider nominating yourself or someone you know to serve in one of the positions. Nomination forms are on the Federation web site. Additionally, we need members to serve on the convention Audit, By-laws, and Ballots & Tellers committees, and the 2014 Convention Nominating Committee. This is a great way to learn more about NARFE and help our WSFC Federation.

Also, the convention agenda is being developed. If you have topics you would like to see on the agenda, please let your chapter president, district VP or a Federation officer know.



Finally, thank you, chapter officers and committee chairs who served their chapters in 2011 and congratulations to all newly elected officers. The Federation looks forward to meeting and working with you this coming year.

Speaking of changes in officers, I hope all chapter presidents and secretaries are taking the opportunity to use the new "activity reports" on NARFE's web site. This real-time method for retrieving membership information is also a real step forward, for example, when completing the F-7 report to update officer or committee position changes. Again, thank you for serving.

Sandy

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National Call Day, February 15. Call: 866.220.0044 for Congress; 888.225.8418 for the White House. Details on NARFE web site.



VICE PRESIDENT — Richard Wilson

With the New Year, several thoughts to share. First, let's start this year with everyone becoming a recruiter and with a goal of recruiting at least one new NARFE member. Let us also have a renewed effort by all membership chairs and chapter officers to retain every current member – not letting one drop due to failure to renew their membership.

To assist, the Retention Attention Program is very alive and well. Many chapter membership chairs continue to request a re-supply of the

program's postcards. Why? Because, they work! They are a good tool for retaining current members. For those chapters currently not using them, may I suggest giving them a try? Send me an e-mail and I'll send you some. It's that simple.

Next, district VPs are announcing their workshops. These are valuable, educational and very worthwhile. Chapters should encourage as many members as possible to attend them. Watch for pertinent details on the Federation web site, www.narfewa.net.

Finally, I hope you are planning now to attend the Federation's May convention in Vancouver. All WSFC Federation's officer and district VP positions are up for election. Further, there will be workshops and much other business conducted at the convention. So, I hope to see you there.

Richard

narfe1404@comcast.net

H: 253.210.5609

C: 425.736.6899

**Keep pulling out
those stops!
Recruit, retain members!**

NEWS IN BRIEF

**February 15
Call Congress Day!
Details:
www.narfe.org
Save the date!
Spread the word!**

**2012
WSFC Convention
May 14-16
Red Lion Hotel
Vancouver at the Quay,
Wash.
Details:
www.narfewa.net**

**2012
NARFE National Convention
August 26-30
Reno/Sparks, Nevada
Details:
www.narfe.org**



SECRETARY — Paul Shell

I'm pondering, you know, that annoying period of consciousness between naps. The New Year is here, with January the month of confusion! To prove it, how many of you insisted on dating your checks "2011," at least for the first few days? Does your train of thought have a caboose? Do you wonder how much deeper the ocean would be without sponges? Have you ever stopped to think and forgot to start again?

Ah, the New Year, a time to recover from the holidays,

to rethink your course, to make some resolutions ... that you have no intent on keeping. As Pooh says when he is asked to think, "Oh, bother."

But a new year can be a good planning time, including for our NARFE chapters. Does your chapter make goals? If so, what are they and will you at least try to meet them? If no goals, why not and should you consider changing and making even at least one?

As a national community, we are in a crisis. How many

of our friends will be laid off or demoted? How many of our federal or state agencies will be pared to the bone with no muscle left to carry out their duties? How much will each federal employee, retiree or annuitant have left from their annuity or pay-checks?

What can you do? What can your chapter do? Time to move past pondering to making goals and acting on them?

Paul

shellpaul1129@comcast.net

H: 253.475.0089

Message from NARFE President Joseph A. Beaudoin

January 13, 2012

"A House-Senate Conference Committee, facing a February 29 deadline, will soon begin negotiations on extending the payroll tax holiday. The House passed position asks current and future federal employees to bear a third of the cost of the extension through further pay freeze and increased retirement contribution totaling \$64.5 billion over 10 years.

NARFE and the entire federal postal coalition are fighting back. Please use the [information on the NARFE web site, www.narfe.org, for National Call Congress Day, February 15], to tell Congress this proposal is unfair."

TREASURER — Arlene L. Patton

The WSFC Executive Board voted during its November 10 meeting to reduce a chapter's "per capita tax rate" from \$ 1.40 to \$1.20. This is a tax chapters pay for Federation operating costs based on their membership numbers. An analysis of the 2011 Per Capita Tax collected, using a 10% per-member rate, supported the rate reduction.

Procedures established in 2011 again will be used to bill chapters for their annual 2012 Per Capita Tax; that is, the tax due will be based on the NARFE M-110, *Membership Summary Report*. Chapters can choose a single payment, due by April 1, or 2 equal payments, the first due April 1 and the remaining balance due by October 1.

For voting at the May

Federation convention, chapters will be "in good standing" if the whole or first-half amount is received by April 1. Chapters will receive a receipt of payment, and that will show any remaining balance. Please contact me if there are questions.

Arlene

apatton1202@comcast.net

H: 509.747.1589

C: 509.954.0382



TREASURER REPORT SYNOPSIS AS OF DECEMBER 31, 2011

Budget Balances

Approved Annual Budget	\$ 35,075.00
Year-to-Date Expenditures	\$ 9,786.43
Budget Remaining	\$ 25,288.57

Bank Balances

US Bank – Checking	\$16,736.28
STCU – Savings/MM	\$ 8,572.74
CD (Matures 05/10/13)	\$25,631.11
Total Bank Balances	\$50,940.13

FINANCE — Michael S. Ferri

Change! The Federation is converting to a calendar year budget cycle, that is, January 1 – December 31. Therefore, the 2012 budget, which begins July 1, will be a 6-month

interim budget. The next full-year budget will be January 1 – December 31, 2013.

If you have any specific budget requests for consideration, please submit them to

WSFC President Sandy Cagle, or to me.

Michael

michael_ferri@msn.com

H: 360.653.2342

C: 425.308.8626



NOMINATING COMMITTEE — Nancy Crosby

It's time! The clock is ticking; the deadline quickly approaching. All 4 WSFC officers will be elected at the May 2012 WSFC Federation convention in Vancouver. Terms are for 2 years. Position descriptions and the nomination application form are on the Federation web site, www.narfewa.net. Go to "WSFC Conventions" and then to "2012 WSFC Convention – Vancouver."

Applications must be mailed or e-mailed to me by March 1!

Working with me as your 2012 Nominating Committee are: Autie Bergman; Karol Kusunose; David Seesholtz; Rhonda Sluys. Frances Titus and Ida Sevier are alternates.

And, as President Sandy Cagle wrote in her article, we also need members to volunteer for various Federation and convention committees. The position descriptions and

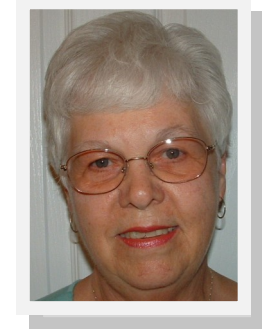
application form are on the Federation web site, as noted above. Return the application to Sandy at her contact information on the form.

Nancy

ncrosby2b@charter.net

H: 509.735.3288

Reminder!
Volunteers needed for Federation and convention committees.



PRE-RETIREMENT SEMINARS

Change!

NARFE's Executive Board recently voted to end its Pre-Retirement Seminar Program.

However, NARFE members can obtain some pre-retirement information and answers to some questions on NARFE's web site:

www.narfe.org,

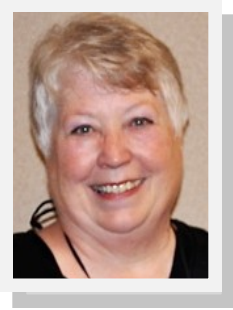
then go to:

"Retirement Benefits."

Questions?

Please contact me, **Michael Ferri**.

DISTRICT I VP – Teri Sannar



Health fairs – are they worth NARFE attending as sources for recruiting new members? Yes! Supporting this, here is the recap from our 3 District I chapters from the fall health fairs: Chapter 32, Spokane – “very, very successful,” with more than 70 applications and with “... active members now

understanding what NARFE is and realizing NARFE is representing them ...” Chapter 1247, Colville – 4 applications from current employees; 1 from a spouse. Chapter 237, Walla Walla – 8 applications.

So, yes, the health fairs can serve as a tool in our recruiting toolkits!

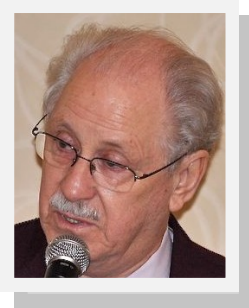
Staying with recruiting, due to health reasons, I am not able to continue as this district’s VP. However, I will support and cheer from the sidelines! Thank you to all for your support.

Teri

katielove@pocketinet.com

H: 541.938.7657

DISTRICT II VP – Quentin Gates



A recent *Federal Times* reported a federal employee retirement “tsunami” is about to hit. Retirement applications rose nearly 25 percent in the first 10 months of 2011. At that rate, an expected 104,700 will have filed for retirement by the end of December. They’re leaving in the face of potential changes to retirement rules, e.g., high 5 vs. high 3; pay freezes.

This offers NARFE members recruitment opportunities! Here are 5 key tips: 1. Renew your commitment to recruit – about one-third of NARFE’s new members are recruited by chapter members. Once you’ve tasted success, it becomes easier to

ask questions without feeling nosy. Be friendly, be yourself and ask the right questions. Remember, you joined!

2. Stress NARFE’s value – a new membership is just \$45 for federal employees and retirees. Convince your prospect that NARFE is a low-cost insurance policy for protecting their benefits. And, dues withholding is easy for retirees.

3. Banish their doubts – there are membership benefits: legislative clout; NARFE magazine; retirement advice and information; member discounts; disaster relief grants; etc. We must convince those in doubt that NARFE is not only the right

choice when it comes to preserving federal retirement benefits, it’s the *only* choice.

4. Begin retention from day one – ensure new members feel welcome. Send thank you notes when renewals and dues are received. Be as creative as possible ... courtesy is never wasted.

5. New retirees/members may know more retirees and even more active federal employees at their agency. Can they help you recruit? You bet! When you ask the right questions, the answers can open doors.

Quentin

qgates@juno.com

H: 360.527.3142

DISTRICT III VP – Bonnie Seesholtz



With threats to our earned benefits, and cuts in pay and personnel, District III has been actively contacting our congressional personnel, both state and national, using many different methods.

They have made many phone calls. They’ve also sent many letters and e-mails; but, these are not enough.

So, to help get correct information out, to elected officials and the public, many

members have been contacting their local newspapers and other media. Some examples: newspaper reporters have interviewed some members; members have written “letters to the editor” or “opinion” articles; some have called media. One newspaper even called and asked why they were getting so many contacts on “our concerns!”

If we all remain diligent, watch for things that are

printed or broadcast about our concerns, and respond in one way or another, the information will get back to Congress and **it will make a difference!**

Bonnie

(Note: phone only)

H: 360.694.6356

C: 360.609.0130

**Make contacts!
Make a difference!**

DISTRICT IV VP — Bill Powers

Our District IV workshop is scheduled for March 27 in Sequim. My agenda is still being formulated, but I am planning a: “retention attention” re-examination; newsletter presentation; congressional spokesperson giving their perspective on current actions; and, an update from our Region IX VP,

Lanny Ross, although he will not be able to attend.

For new officers, Port Orchard has a new secretary and treasurer; Bremerton, a new legislative chair. Poulsbo doesn't hold elections until its March quarterly meeting.

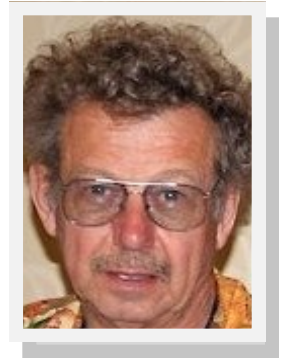
Looking way ahead, our district will host the 2014 WSFC Biennial Convention,

possibly at the new Holiday Inn in Sequim. With the new bi-yearly convention adoption, each successive convention will be held in a different district, starting with District IV.

Bill

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H: 360.377.7917



DISTRICT V VP — Steve Anderson

Recruit and retain. R&R. Recruitment and retention ... words we say over and over and over. Words needing to be said over and over and over. They are what chapters need to do, must do, to succeed. They are what NARFE needs to succeed and survive as a viable organization – one working for current federal employees, retirees, their families, and their benefits.

We have some notable recruiters in our Federation. Examples: Lanny Ross, our Region IX VP; Johanna Caylor, Tri-Cities Chapter

I 192; and Ken Kaul, Spokane Chapter 32, to name a few, while not disrespecting other notable recruiters not named.

I believe, however, the sad fact is most NARFE members “... leave the driving to us ...” That is, we leave R&R – especially of current federal employees – to others, for whatever reasons. Those reasons ... are we not comfortable talking about NARFE and/or asking others to join? Do we not know how, or not think we know how? Or, do we just think it is not our job or responsibility? Whatever the reasons, I believe across

the board we need to do, must do, a better job.

So, with this in mind, our combined District I/V workshop in Kennewick, April 19, will focus on recruitment and retention. The primary goal is to provide our members better R&R skills. I have challenged all our chapters to help build the agenda so as to provide breakthrough ideas for the benefit of all. We'll report the results.

Steve

steveanderson@mail.genext.net

H: 509.663.1291



REGION IX VP — Lanny Ross

Two important items. NARFE's new **proposed** bylaws and standing rules are at www.narfe.org, NARFE's web site, for comment. (Log in as a member; go to “32nd NARFE National Convention” then, “Convention & Registration Materials,” “Proposed Revised Bylaws,” and “Bylaws and Rules.”) Comments or recommended changes are due by **March 31** to brc@narfe.org. Voting on the proposed bylaws and standing rules will be at the convention.

Second item – NARFE's *Quarterly News*. Recently, NARFE President Joseph Beaudoin announced this publication “will be posted on the Officers Home Page,” NARFE web site, vs. being mailed due to the “time lag” in getting the publication to NARFE officers. However, even though much of the content is available through other NARFE sources, and NARFE's Publications Committee recommended discontinuing the publication, current bylaws require that NARFE

Executive Board minutes be published in the *Quarterly News*. The new proposed bylaws and standing rules address this issue (ARTICLE III, Section 3. C.); but, until there is a change, the publication will continue.

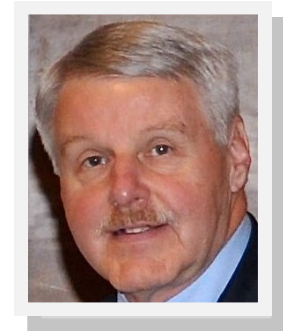
Lanny

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March 31! Comments due on proposed bylaws and standing rules!



NATIONAL LEGISLATIVE CHAIRMAN — Mike Teefy



2011 was a tumultuous year as NARFE members responded to attacks on federal employee and retiree benefits, and to services and programs the federal government and its employees provide to Americans. The efforts of each and everyone who called, wrote or visited their congressional member or a media outlet paid off in stopping many of the proposed adverse actions. So, a big THANK YOU!

In 2012 we must continue to be vigilant and respond to attacks. Many in Washington will continue to beat the drum and chant that services and benefits federal employees provide or receive are unnecessary, too costly or unimportant.

Yet, when they are asked directly – should we eliminate VA services for our disabled veterans; eliminate or replace Social Security or Medicare; reduce air-traffic safety; cancel food quality inspections; stop monitoring nuclear power plants; not protect our rivers and forests, or rebuild our crumbling infrastructure – the reply can change to "... reduce waste, fraud and abuse" vs. eliminate.

While retirees can be thankful for the first COLA in 3 years, the reduction to some Medicare premiums, less-than-expected health benefits premium increases for some, etc., current federal employees are bearing the brunt of congressional

actions. Examples include pay freezes, and staffing reductions without accompanying program reductions.

Again, I wish to thank chapters and their members for being politically vocal with their phone calls, letters and visits in demanding that budget and deficit reductions are fairly balanced. We must continue these efforts to have our voices heard in protecting the rights and benefits of our current federal employees and retirees.

Mike

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H: 360.892.9410

2012 ... we must continue to be vigilant and respond to attacks!

PROTECT

America's Heartbeat

YES!

Contacting our elected officials remains important!

For updates, calls to actions, sample letters and other information, go to NARFE's web site, www.narfe.org.

UPDATE!

Washington's New 10th Congressional District and Redistricting

For general information and/or more specific details, go to:

www.redistricting.wa.gov/maps_final_2011.asp

STATE LEGISLATIVE CHAIRMAN — John Thurber



The Washington State legislature met for a special session November 28. Primarily, it was a review of Governor Christine Gregoire's proposed "plan for solving yet another revenue shortfall." For details on the governor's proposals, go to: www.ofm.wa.gov. If the revenue forecast shows improvement, perhaps deep cuts may be avoided.

Our state legislature's regular session began January 9. So, as with our federally elected leaders, hopefully our

state legislators can work together to resolve the state budget deficit. As federal employees and annuitants, this may not impact us directly, but could indirectly.

The Governor has stated, "Our state government is smaller, leaner and sadly, meaner to Washingtonians who depend on services the private sector does not provide. This latest proposal includes more devastating cuts ..." Therefore, it is important to remember that while there has been a lot of

emphasis on contacting our federal legislators, contacting our state elected officials and/or expressing our ideas and concerns through the media, and other outlets, regarding state issues is important, too.

John

jthurber@earthlink.net

H: 253.531.8526

... contacting our state legislators and/or expressing our ideas and concerns through the media ... important, too!

NARFE-PAC CHAIRMAN — Don Binder

“Half-way around the Congressional Term”

Well, the Iowa caucuses are over, primaries have started, and we know the country's financial health will be front and center between whoever is the presidential Republican candidate and President Obama.

From the bills already introduced in the 112th Congress, we also know there will continue to be a push to freeze pay increases and reduce benefits for current and retired federal employees. Thus, ensuring we have the right people in the House and Senate – those who will support NARFE's legislative initiatives – is more critical than ever.

One of the best ways to ensure we have a voice in the discussion is providing financial help to candidates supporting those initiatives, either those in office or

running for a seat, and who have a reasonable expectation of winning. We can do that through NARFE-PAC contributions.

Based on NARFE's December 31 quarterly information, our Federation's 22 chapters had contributed \$10,530 to NARFE-PAC during this congressional term – now at the halfway point. That places us 3rd for all federations, even though we are 13th in terms of state population! Only California and Virginia have contributed more. That is good news!

However, we have a long way to go. ONLY 306 of more than 7,000 Federation members have contributed; and, in the last quarter, only \$900 was contributed, with 14 chapters making no contributions. Specific chapter information is posted at the Federation web site: www.narfewa.net.

So, what is the picture for

NARFE-PAC funds needed in Washington? We have 2 open congressional seats – in District 1 and the new 10th. Denny Heck, who ran and lost to Rep. Jaime Herrera Beutler in District 3, is now running in District 10. He did and continues to back NARFE issues, and has requested and been approved for PAC funds. We have also had requests from and approval received for Reps. Rick Larsen (2nd) and Norm Dicks (6th). We expect more.

If you have questions, or would like me to attend a general or board meeting to discuss NARFE-PAC, just get in touch with me.

Don

don_binder@msn.com

H: 509.585.1393

C: 509.378.1013

NARFE-PAC
... helping NARFE open
congressional doors for
discussions ...



NARFE-PAC Coming in March!

NARFE
mailing to members
requesting
PAC contributions.
Watch for
this mailing.

Questions?

Please contact
Don Binder

MEMBERSHIP CHAIRMAN — Frances Titus

Several WSFC Federation chapters have responded to my e-mails requesting corrected data information to their chapter rosters (M-114, *Semi-Annual Membership Roster Report*). I am shouting “thanks” to those who responded. As a result, I have submitted more than 70 corrections to NARFE. If your chapter hasn't updated and corrected your roster info, your retention statistics will be adversely affected.

A key to maintaining and increasing your membership retention is keeping in contact with your base – your membership. You cannot do this without accurate

membership records. My suggestion – establish a “calling committee.” Task each committee member with calling a portion of your membership. They can wish them a “happy New Year,” ask “how are you doing?” and check on their contact information. Committee members can make such calls from home as they have time, and with no or little effect on your chapter's budget. You can also use this contact to tell your base about upcoming events and chapter meetings.

Once such a committee starts contacting your membership, you'll know whose phone numbers have changed,

who is moving to a new area, etc. This will help keep your membership records updated.

Feel free to contact me with changes and corrections, or if you wish, contact NARFE's national office. Remember, your members are the heart and soul of our organization – stay in touch with them.

By following this easy suggestion, you'll have a more enthusiastic and invigorated membership base and, hopefully, more participation and volunteers for your activities.

Frances

titus2u@hotmail.com

H: 509.667.7042





ALZHEIMER'S CHAIRMAN — Ray Patterson

Based on a recent NARFE report, nationally, members contributed \$34,823.09 in November. Further, NARFE has received a grand total of \$9,434,535.87 since 1985, the inception of the NARFE Alzheimer's Research Fund donation program.

WSFC's current fiscal year NARFE contributions totaled \$4,235.79, as of December 31. Thanks to each member who contributed.

Next, for any new chapter Alzheimer's chairman and/or as reminders for others – the March 2011 *Chapter Alzheimer's Coordinator's Manual* is on the WSFC web site, www.narfewa.net.

Also, with tax season upon us, this is a good time for a refresher on what is and is not deductible. Personal checks made payable to a chapter, but intended for Alzheimer's, may be deposited in the chapter's treasury. A chapter check in like amount and made payable to "**NARFE Alzheimer's Research**" should be written immediately and sent to me. Journal entries in chapter general ledgers should satisfy accounting issues. Chapters will get credit for such donations.

However, note: these donations are not tax deductible; therefore,

encourage members to make checks to "NARFE Alzheimer's Research."

Chapters receiving members' personal checks payable to "**NARFE Alzheimer's Research**," please send them to me for processing; the chapter receives credit. **Such donations are tax deductible and contributors will receive (required) acknowledgements/tax receipt letters from the Alzheimer's Association.**

Feel free to contact me if you have any questions.

Ray

rallen927@frontier.com

H: 360.653.5357

HELPFUL REFERENCES

Chapter Alzheimer's Coordinator's Manual
(03/11)

www.narfewa.net

*NARFE Duties and Responsibilities:
Chapter Service Officer*
(F-58, 12/10)

www.narfe.org



SERVICE OFFICER — Charlie Caughlan

The most repeated phone call to service officers is regarding the death of a retiree or a spouse. Calls can be from the annuitant, surviving spouse, a friend, representative, etc. Regardless, this is a time service officers can reassure callers they are there to help.

Following, I believe, is helpful information – for service officers to provide, or for yourself or others:

- * The OPM Retirement Information Office will need to be contacted. **Toll free number: 888.767.6738; or, 202.606.5000.** (Note: It is often easier to get through on the "202" number and very early in the morning, Pacific time zone. The retirement office is in the Eastern time zone; hours are 7:30 a.m. to 7:45 p.m., Mondays - Fridays.) To contact OPM using e-mail, the address is: www.opm.gov/retire/post/survivor.

- * NARFE F-100, *Be Prepared for Life's Events* – if the caller has this and it is completed, review it with them for currency and accuracy. If it is not completed, provide a copy. Review, in particular, page 20 (03-10 edition) to ensure callers have the information they need to contact OPM.

- * Submit paperwork, wait a couple of weeks, then call to ensure OPM has everything needed.

- * Survivor's checks will stop. Currently, it is taking 5 to 6 weeks for OPM to finalize survivor claims, with no interim payments; however, health benefits continue.

- * Annuitants with survivor benefits will continue to receive their annuities and at the survivor benefits rate. Right now it takes months for OPM to process these claims, including providing money

due and making the adjustment to single only.

- * Health insurance adjustments might be possible on the phone once OPM has all needed paperwork.

- * Reminder: OPM has been receiving a large number of retirement applications and is shorthanded; therefore, processing claims is taking longer than in the past. So, be polite. It may get better results!

Charlie

csquare@pacifier.com

H: 360.693.0435

**Reminder ...
to new service officers
and/or others,
the NARFE
Duties and Responsibilities:
Chapter Service Officer,
F-58 (12/10), handbook
is a good
reference tool!**

PUBLIC RELATIONS CHAIRMAN/WEBMASTER – Sam Cagle

With the current political climate as it is, an increasing number of federal employees are retiring. The timing and numbers, nearly 105,000 in 2011, have “caught both OPM and agencies off guard.” We/NARFE need to reach these folks while we can. What to do?

* Coordinate your efforts – chapter public relations and membership should work hand in hand.

* Articles for agency publications – focus them on those employees considering retirement rather than on specific legislation. Find samples under “Public Relations” on the Federation web site, www.narfewa.net.

* Tabling – contact local federal agencies for permission to set up NARFE tables in “public locations” at work sites, e.g., break rooms/lunchrooms. Bring NARFE tablecloths, displays, current literature, copies of the NARFE magazine and NARFE pens. Consider doing this several times.

* Tell our story – explain what NARFE is and what it does in more detail than during health fairs. (See the www.narfe.org and www.narfewa.net sites for messages, releases, slide presentations, the NARFE magazine, etc.)

* Advertise – consider paid advertising in agency newspapers and newsletters. (**See sample in the box below.**) Contact me for information on matching funds – for ads and employee “snacks.”

* Get members involved – ask current federal employees and recent retirees who are NARFE members to help spread the word to their peers that NARFE is there to help preserve their benefits. Use e-mail addresses.

* Work with others – are there unions or other groups working with employees in the various agencies? Ask to speak at a union meeting, or distribute literature or put up posters.

* Use all your resources – remember the materials and

approaches in the toolkit for **PROTECT America’s Heartbeat**. Also, NARFE posters, downloadable from www.narfe.org, should be posted in and around federal workplaces. Put labels on spare copies of current magazines, noting they are provided by NARFE Chapter “#___” and with a contact phone number, then distribute them in agency break rooms, medical and dental offices, etc. Make application forms available to chapter members to enable them to talk to and recruit recent retirees.

* Remember: “Carpe Diem” – seize the day/strike while the iron is hot. Once current employees leave federal service, they will be harder to contact.

Finally, keep in touch. If you have ideas, questions or comments, contact me.

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WEBMASTER NEWS

www.narfewa.net

WSFC 2012 Convention Information

Being posted on the Federation web site; check it regularly.

District Workshops

Watch for posting of dates, locations, other information.

“What’s New” Section

On the home page. Lists newly posted items.

Maintenance

Clearing out old, unneeded items; modifying site to better meet member needs. Suggestions welcome!

SAMPLE AD!

FEDERAL EMPLOYEE

Considering retirement?

Consider joining NARFE!

Why?

The National Active and Retired Federal Employee Association

is the only organization

whose mission is to protect

your retirement benefits!

For more information, contact www.narfe.org, call, 1-800-627-3394, or locally, _____.

(Note: NARFE representatives will be at _____ on _____.)



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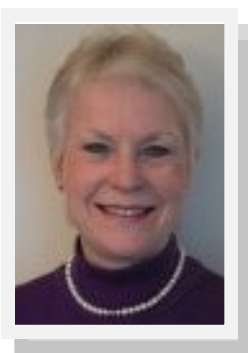
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This newsletter is mailed to all elected officers and committee chairs listed in the Federation directory, and to a courtesy listing. Notify the editor if you prefer **NOT** to receive this newsletter.



www.narfe.org

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EDITOR, *FEDERATION REPORTER*— Mary Binder

A couple of stories to share. First, recruitment and retention challenges ... we're not alone! Recently, my husband Don and I received a letter from an acquaintance – a retired federal employee in another state, and a NARFE member who has positions at the chapter and federation levels. Sound familiar?

She wrote, "... My job at the chapter is membership chair and I send out letters every month to people who are dropping out. I have gotten 3 responses in the last 7 months – they just do not understand how important it is for them to retain their membership. I keep trying to recruit new members and they promise to join, but when I send the application, I never hear back. It is very discouraging ...". Again, sound familiar? No, we're not alone!

Second, in the fall *Reporter*, I wrote that I believe recruiting and retaining members is an adoption process involving "reaching out, reaching in and

reaching around." The initial contact is the reaching out, for example, a hand shake, a verbal welcome. Next, the reaching in – that initial conversation or conversations. Finally, the reaching around – that figurative arm around the person to help ensure they feel part of the NARFE family so we can retain them.

Here is how this can work. At our chapter's December meeting, a gentleman walked in, alone, whom I did not know. He looked lost, somewhat apprehensive and stood in the doorway. I approached him, welcomed him, introduced myself and shook hands – the reaching out.

Next, I asked him if he was new, if this was his first NARFE meeting, what agency he'd been with, etc. You know, the usual questions. Yes, new; yes, first meeting; and yes, learned what agency he'd been with – the reaching in step.

For the reaching around

step – just so happened we have husband/wife members who retired from the same agency. So, I introduced the new member to them, he sat with them, and learned that he and the husband both are model train buffs! Small world. Then, at the end of the meeting, I ensured I thanked him for coming and said we hope to see him again.

Fast forward ... our chapter's January meeting. Same new member returned! I again engaged him in a conversation and learned he and his new model train NARFE buddy have already planned a trip together to a train show!

Yes, reaching out, in and around can work! If you haven't given it a try, think about doing so at the next opportunity. Remember – all of us were new to NARFE at one time or another.

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