

## WHAT IS THE VALUE OF ONE MEMBER?

Ten little members standing in a line.  
One disliked the President, then there were nine.  
Nine ambitious members offered to work late,  
One forgot her promise, then there were eight.

Eight creative members, had ideas as good as heaven,  
One lost enthusiasm, then there were seven.  
Seven loyal members got into a fix.  
They quarreled over programs, and then there were six.

One dropped out and then there were five.  
Five happy members, not one a bore,  
Til they fought over bingo,  
then there were four.

Four cheerful members  
who never disagree,  
Til one complained of meetings,  
then there were three.

Three members left. All of them blue.  
One joined a bowling league, then there were two.  
Two tired members, our rhyme is nearly done,  
One joined a bridge club, and then there was one.



One faithful member was feeling rather blue.  
Met with a neighbor, and then there were two.  
Two earnest members each enrolled one more,  
Doubling their numbers, then there were four.



Four determined members just couldn't wait,  
Til each won another, and then there were eight!  
Eight excited members, signed up sixteen more.  
In another six verses there will be a thousand and twenty-four!



Let's always remember our mission. And promote service not self every day!

**More about the team**... True team improvement requires a diverse group of members to be involved. We believe there are armies of people willing to play a part in making the American Legion Auxiliary the premier Veteran Service Organization in America. We will not succeed if we continue to just create programs to respond to an immediate need. We will help those in crisis the most if we create opportunities for all veterans through our activism. As a committed group dedicated to serving, we must make sure that we fulfill the needs of all our veterans and members, not just a chosen few. Keeping members engaged, interested and committed is key to keeping membership energized overall. All people within the team deserve to be treated with dignity and respect. All members need to be seen as a resource and agent of change for the better. Remember Trish's rule: The reason a member joined our organization may or may not be the same as the reason they stay.

# Dialogue

- **Stay Open** – to new ideas, relationships, personal growth opportunities and strategies that will enable you to evolve to become a stronger and more decisive contributor to the team. In part, being open-minded means listening to common sense – our inner voice of reason and fairness. Common sense gives us most of the skills and understanding we need to be effective in our team.
- **There Isn't A Manual** – There really is no right or wrong. Employ many approaches, try different tactics and be open and inviting to developing a new process to work membership.
- **Remember the Big Picture** – It's important to keep a big-picture perspective. Significant change really only happens when you have vision.
- **Look through a New Lens** – “Seeking first to understand, before being understood” is one of the seven habits of effective people identified by Stephen Covey. Try to understand other people's point-of-view and remember to listen often and speak less often.
- **Actions, Events and People are Interrelated** – In today's world, people, their beliefs and actions, and resulting events are interrelated. A “business as usual” approach won't work anymore. We need to change our mindsets and the language we use to communicate why membership in our organization is important.
- **Leverage, Leverage, Leverage** – Too often, we don't take full advantage of opportunities for change. We fail to realize the full potential of events, or our efforts are too narrowly focused. We therefore miss a chance to accomplish much more in a variety of areas. When we leverage every resource around our shared goals, we can truly make a difference.
- **Ask the Right Questions** – Each person is different – which is what makes our team so cool. Telling people how to act or feel is not as efficient as asking questions designed to lead the member to the same conclusion. Let them offer their interests and then respond with why we are a good fit.
- **Cultivate a Culture of Excellence** – Don't settle - ask members to contribute and be accountable. It's hard to argue with success.
- **The Importance of Trust** – Building relationships and raising levels of trust among the team is key to keeping them. If trust is not fully recognized throughout the team, there will be discord.
- **Tying it all Together** – Many of the themes presented may seem similar. Don't worry; they are! But each presents a slightly different opportunity to engage members and the team to set goals with an outcome for success. Taking advantage of every opportunity, maximizing resources, understanding how one act impacts another and uniting our common bond of eligibility as the corpus to really initiate positive change is the answer.

# Civility

Plain and simple: civility builds on the “Golden Rule”  
Always treat others as you would like to be treated.