



2016 EANGUS AREA VI MEMBERSHIP COMPETITION PROGRAM SOP

COMPETITION RULES AND INSTRUCTIONS

PURPOSE:

The following membership competitions will be held in 2016 within Area VI (States of AZ, CO, ID, MT, NV, NM, UT and WY). The competitions are designed to encourage and motivate individual EANGUS members, and the States in Area VI, to increase membership in EANGUS during 2016. The intent is to sponsor two separate, but simultaneous competitions, as explained in detail below. The competitions will provide prizes recognizing States with the largest percentage of growth over a given period of time, and individuals who individually recruit the largest number of members (new or renewal) for EANGUS. Prize money has been requested from EANGUS to support this program, however, if not available, there are sufficient funds in the Area VI Hospitality Fund to support the program. These competitions are expected to motivate and assist each State to achieve the EANGUS President's goal of a 25% increase in membership. If you have any questions, please call your Area VI Director or Chairperson.

SECTION 1:

“CHALLENGE OF THE ROCKIES” - AREA VI STATE COMPETITION:

INSTRUCTIONS: This competition is designed to promote an overall increase in membership of EANGUS as well as an increase in membership within the individual States. The state with the largest percentage of increase during the competition period will be the winner of this challenge, however, to win, the state(s) must show at least a 20% increase in membership during the competition period. Prizes are: 1st place \$500; 2nd place \$300 and 3rd place \$200. The winning state(s) will receive a check for the total amount if the awards are supported by the Area VI EANGUS budget, or should the funds need to be taken from the Area VI Hospitality Fund, the state may choose to have their Area Hospitality dues waived for 2016, plus receive cash up to the total amount of each prize. The winner will be announced and recognized in the Area VI Caucus at the 2016 EANGUS National Conference.

The numbers used for this competition will be taken from the official Membership Reconciliation Report published by the National Office. The percentage of increase will be computed using each state's EANGUS paid membership number as of 31 July 2016 (the end of the 2016 Challenge of the Rockies period), compared against the EANGUS paid membership number on 15 January 2016. The official Reconciliation Report for the start of the competition is provided on the next page.

All states in Area VI will be automatically included in the competition and will not have to do anything other than ensure that their membership numbers at the end of the competition are accurate. This may require contact with the National Office prior to 31 July 2016 to ensure all

applications submitted by your state have been processed before the report is published. The report published by the EANGUS National Office for 31 July 2016 will be considered final and not subject to dispute.

MEMBERSHIP RECONCILIATION REPORT AS OF 1 AUGUST 2013 (START)

| STATE & MEMBERSHIP OPTION Dec-15 | MEMBERSHIP ON December 31, 2014 | STATE AVBL FY/15 | MEMBERSHIP AS OF December 31, 2015 | Membership Percentage |
|-------------------------------------|------------------------------------|---------------------|---------------------------------------|--------------------------|
| ARIZONA - Anniversary | 440 | 6398 | 338 | 5.28% |
| NEW MEXICO - Anniversary | 396 | 3549 | 319 | 8.99% |
| NEVADA - Anniversary | 526 | 3629 | 205 | 5.65% |
| COLORADO - Anniversary - Combined | 902 | 4547 | 174 | 3.83% |
| IDAHO - Anniversary | 173 | 3970 | 204 | 5.14% |
| WYOMING - Anniversary - Combined | 640 | 2517 | 678 | 26.94% |
| MONTANA - Anniversary | 516 | 3221 | 425 | 13.19% |
| UTAH - Anniversary | 418 | 5779 | 692 | 11.97% |
| Total #'s Area 6 | 4011 | 33610 | 3035 | 9.03% |

DATE PROGRAM TIMELINE FOR THE CHALLENGE OF THE ROCKIES

15 Jan 2016 Competition opens
31 July 2016 Competition closes
August 2016 Winning State is announced at the EANGUS National Conference

SECTION 2:

ROCKY MOUNTAIN “MINUTEMAN” RECRUITING COMPETITION:

INSTRUCTIONS: This competition is designed to promote an overall increase in membership of EANGUS as well as an increase in membership within the individual States by utilizing current EANGUS members to RECRUIT other members. It is a well established fact that the best way to gain and keep members is utilizing face to face opportunities to ask them to join. The one enlisted person who personally contacts and recruits the most members during the competition period, 15 January 2016 thru 31 July 2016, will be the winner of the competition. NOTE: The “EANGUS Recruiter” must have personally referred/recruited a minimum of 50 members (new or renewals) during the contest period. The winner will be announced prior to and recognized during the EANGUS Area VI Conference in New Orleans, Louisiana on August 21-24, 2016. The prize is an expenses-paid trip (airfare, lodging and registration) to New Orleans for the National Conference, or, the winner may accept the cash surrender value which is \$500.

To be eligible to participate in this competition, an individual must be a current paid EANGUS member in a state in Area VI, and must be a current, former, or retired enlisted member of the National Guard. The designated State Membership Chair for the competition period and the State President are EXCLUDED and are not eligible to participate in the prize competition due to their duties as certifying officials for their state.

In preparation for the competition, it is suggested that states adjust their membership applications to include a space for the new (or renewed) member to indicate who they were “Referred/ recruited by”. However, states may use any other internal method they develop in order to document and establish who (if anyone) was responsible for the member joining or renewing their membership in EANGUS. Membership Chairs or State Presidents will not take any action to influence the outcome of the competition or determine who gets credit for membership applications which do not specify a specific person as their “recruiter”. Additionally, because

this is an individual competition, your EANGUS recruiters should not pool their membership applications or pass off members they've personally recruited to another recruiter.

On/after 15 January 2016, and immediately upon completion of the competition period, each State Membership Chair will tally the final number of applications submitted (for both new members and renewals), by each eligible "EANGUS Recruiter". They will use the attached Verification Form, to certify and provide information regarding the State's Top EANGUS Recruiter. The State Membership Chair will forward the Verification Form to the State President for signature and submission to the Area Chair NLT Friday, July 22, 2016.

Upon receipt of the Verification Form naming the Top EANGUS Recruiter from each state, the Area Chair will confirm eligibility and determine Area VI's top EANGUS Recruiter. If no eligible EANGUS Recruiter meets the "minimum 50 new/renewed members" rule, the competition deadline may be extended or the competition otherwise adjusted as deemed appropriate and upon approval by the Area VI Chair and Directors.

The winner of the "Minuteman" Individual Recruiting Competition and their State President will be contacted by the Area VI Chair NLT Aug 28th to confirm whether the winner wants to accept the free trip or the cash prize. The winner will be recognized during the Area VI Convention Caucus in New Orleans, Louisiana from 21-24 August 2016.

Although only the top EANGUS Recruiter from each State (bringing in more than 50 new members) will be considered for the prize competition, it is requested that each State submit their Top EANGUS Recruiter, even if their number is less than 50. Area VI Certificates of Achievement will be given to each State for presentation to their top recruiter. Additionally, States are encouraged to provide other suitable recognition for EANGUS Recruiters that excel.

All states and all eligible EANGUS members in Area VI are automatically included in the competition. Accuracy in keeping recruiter data and accountability is extremely important to ensure a fair competition. State Presidents must oversee the program and work with their State Membership Chair to ensure these instructions and the rules are followed.

| <u>DATE</u> | <u>PROGRAM TIMELINE</u> |
|--------------------|--|
| 15 January 2016 | Competition opens and States publicize – membership applications Received by the State Membership Chair prior to this date will NOT be counted for the individual recruiter competition. |
| 31 July 2016 | Competition closes – membership applications received or turned in to the State Membership Chair after this date will NOT be counted. |
| 22 July 2016 | Each State will submit the data for their Top Recruiter to the Area VI Chair, utilizing the Verification Form, and will certify the accuracy of that data and compliance with the competition rules. |
| 25 August 2016 | Winner recognized at the Conference in New Orleans, LA |

Area VI POCs:

Chair – SMS (Ret) Robert A. Born, rab1948@msn.com or 307-631-2268

Director – CMS Rosie L. Maraston, sugarro@sbcglobalnet or 775-233-4666

Director – MSG Ben M. Acosta, bernardo.m.acosta@gmail.com, 602-469-9130

AREA VI ROCKY MOUNTAIN “MINUTEMAN”
INDIVIDUAL RECRUITING COMPETITION

VERIFICATION FORM

We, the undersigned, hereby certify the information given below is true and correct for the EANGUS Area VI Membership Competition, to the best of our knowledge.

This data reflects only those memberships ‘personally’ recruited by the individual named below and turned into the State Membership Chair during the competition period, which is 15 January 2016 thru 31 July 2016.

The Top EANGUS Recruiter for the State of _____ is:

Name: _____ Rank: _____

Military Unit of Assignment: _____

EANGUS Membership number: _____

Number of EANGUS Members Recruited from 15 Jan 2016 – 31 Jul 2016 is: _____

The Area VI Chair will contact the winner of the competition not later than 10 August 2016 in order to determine whether the winner will accept the trip to Ne Orleans, LA or the cash prize. To accomplish that contact, please provide the following information for your State’s Top Recruiter, listed above:

Phone number: _____

Email address: _____

Certified by:

State Membership Chair _____
Printed Name Signature

State Association President _____
Printed Name Signature

SUBMIT A SIGNED COPY OF THIS FORM TO: Area VI Chair, SMS (Ret) Robert Born at rab1948@ms.com or rab11948@icoud.com, ASAP after the end of the competition but NLT midnight, Friday, 22 July 2016 .