

The Hot Spot

Membership Newsletter for Local P.E.O. Chapters

September 2019



Membership Moment

Your nonresident members are VIPs (Very Important P.E.O.s). To show them they are important, ask at least three members to make contact with each of your nonresident members listed in your yearbook. One might send a “thinking of you” card; another might telephone her to catch up with her family and encourage her to connect with the local chapter(s) in her new area; and another could email her, saying hello and ensuring she received her new yearbook and that all her information is correct.

Your chapter’s corresponding secretary needs to check the nonresident’s information in the International Chapter database to make sure it is correct and submit the changes if it is not. She could also send the Notice of a Member in Your Area form to the chapter presidents in her location. If every nonresident transferred her membership to a chapter in her area, our lists of unaffiliates would decrease dramatically and more sisters could participate fully.

Sharing the Gift of P.E.O.

Introduction of a Woman Who is Not a P.E.O.

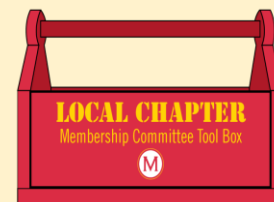
When was the last time you received an unexpected gift? Weren’t you excited as you untied the bow and opened the wrapping? Receiving an Introduction of a Woman Who is Not a P.E.O. form is just like receiving an unexpected gift. A sister who is not in your chapter thinks highly enough of the woman she is referring that she took the time to complete an introduction form.

What will you do with this gift? When your chapter receives one of these forms, read it at a chapter meeting.

- **“Open the gift”** by asking an enthusiastic member of your chapter to make the first contact right away with the woman being referred either by telephone or email. She could use the resource [Easy Steps for Making a Cold Call](#) if this would make her more comfortable.

- **“Try the gift on”** by inviting the woman referred to lunch or coffee. Include her in your next socials or invite her to attend your next fundraiser. Talk about P.E.O. and our projects at every opportunity so she becomes familiar with our Sisterhood.
- **“Be delighted when the gift fits just right”** by proposing her name for membership.

Since the Introduction of a Woman Who is Not a P.E.O. form was automated, International Chapter has received almost 1400 referrals. Out of those 1400 women, we have collectively initiated 212, or 15%. If your chapter has not initiated in the past year, one of these referrals might just be the gift your chapter needs to open.



Red Toolbox Spotlight

peointernational.org

Under the New Members heading, check out Identifying Prospective Members. You will find a [Checklist for Follow Up](#) to use for a referral you might receive from an Introduction of a Woman Who is Not a P.E.O. form. This checklist can serve as a guide as you make contact with the woman referred to you by a P.E.O. sister.

Program Idea:

Use the program time at a meeting to put together the past year’s chapter scrapbook. Have your historian bring all the photos, news articles, invitations and other items to remember along with scrapbooking supplies. Divide your sisters into groups to complete different sections. What fun it will be to reminisce, laugh and see all that has been accomplished in the past year. Sharing your scrapbooks with new members is a great way for them to feel connected and get involved.

