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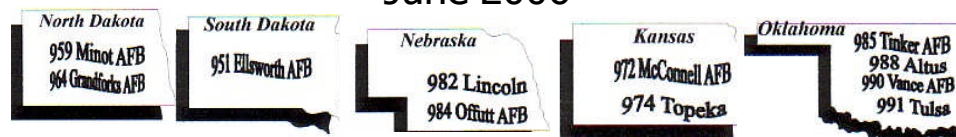


AFSA Division 9 Newsletter

"The Plainsmen"

From the Peace Garden to the Red River

June 2006



President's Remarks: Hello Division 9 Members!! We had a great division convention at the International Inn, Minot, North Dakota, May 5-7, 2006!! Team Minot (Chapter 959) was fantastic hosts and we salute such outstanding support. We also elected, and I appointed, some new officers this year as you can see down the left hand side of this page. We welcome them to the Division 9 Team and thank those that served last year.



Congratulations again to this year's Division 9 award winners (for year ending 2005). I want to

thank the selection board comprised of CMSgt James Reynolds, CMSgt Larry Gooch, and CMSgt (Sel) Eddie Compton of the 552d Air Control Wing for their contributions. I'll recap the winners again for you:

Member of the Year - SMSgt Michael H. Devenitch, Tinker AFB, OK
First Term Airman of the Year - SSgt Shauna A. Quirk, Tinker AFB
Chapter of the Year (over 500 members) - Chapter 985, Tinker AFB
Chapter of the Year (under 500) - Chapter 959, Minot AFB, ND
Newsletter of the Year (over 500) - Chapter 988, Altus AFB, OK
Newsletter of the Year (under 500) - Chapter 982 - Lincoln, NE
Humanitarian Chapter of the Year - Chapter 985, Tinker AFB, OK
Web Site of the Year - Chapter 985, Tinker AFB, OK
Legislative of the Yr. (Individual) - SMSgt James E. Pepin, Tinker AFB
Legislative of the Yr. (Chapter) - Chapter 985, Tinker AFB, OK
Member of the Year Runner-Up - SMSgt Cindy S. Unerfusser, Minot
Chapter of the Year (under 500) Runner-Up - Chap. 982, Lincoln, NE
Special Achievement Award - SMSgt Kerry Wright, Convention Mgr.
President's Award - SMSgt (Ret) Donald Sullivan

Auxiliary Member of the Year - Marie Smith, Chap. A982, Lincoln, NE
Auxiliary Chapter of the Year (under 125) - Chap. A982, Lincoln, NE
Auxiliary VAVS - Wilma Jean Williams, Chapter A982, Lincoln, NE
Auxiliary Newsletter of the Year (Under 125), Chap. A988, Altus, OK

NOTE: All these awards will advance to compete at the AFSA International Convention in Reno, NV, August 13-17, 2006 except the runner-ups, special achievement and president's award. Division 9 will be represented well and we hope to continue our winning tradition.

We also congratulate and salute the hard work of our Recruiters & Retainers in 2005. The following were recognized in this activity.

SkyHIGH and HighFLIER Club qualifiers in 2005:

SKYHIGH – Michael Parente, Paul Hamel, James Pepin, Michael Devenitch, Steve Francis, Joseph Lujan Jr., Ronald Chittum, Daniel Duke, Jeffrey James

HIGHFLIER – Dottie Parente, John Kendall, Dale Lutzen and Jon Bennett

Top Div 9 AFSA Recruiter of the Year – Michael Parente, Chapter 984, Offutt AFB, NE

Top Div 9 Auxiliary Recruiter of the Year – Rebecca Streeter, Chapter A988, Altus AFB, OK

Top Div 9 AFSA Retainer of the Year – John Kendall, Chapter 984, Offutt AFB, NE

Top Div 9 Auxiliary Retainer of the Year – Dottie Parente, Chapter A984, Offutt AFB, NE

Top Div 9 AFSA Recruiting Chapter of the Year – Chapter 985, Tinker AFB, OK

Top Div 9 Auxiliary Recruiting Chapter of the Year – Chapter A988, Altus AFB, OK

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We had two individuals that reached a special milestone in recruiting. CMSgt (Ret) Steve Francis and CMSgt (Ret) Michael Parente. Each has recruited over 1,000 new members in their lifetime. According to modern records at AFSA (go back to 1981) they join only seven others that have ever accomplished this remarkable feat.

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Before we leave awards, I am just thrilled to report that we had 8 FTA nominees this year, representing each active duty base in our division. We're working on the three Air National Guard bases and hope to have a submission from them next year. This is a wonderful program to recognize our young Airmen that excel in the Air Force and community service.

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A new Auxiliary chapter, A959 at Minot AFB, ND was activated and the new officers installed at our division convention in May 2006. We welcome their desire to contribute to the goals and principles of this worthwhile organization.

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Division 9 realized \$700.00 from a fundraiser selling old cell phones. The proceeds were presented as a donation to Cathy Landroche, Director of Marketing for the Air Force Enlisted Village Foundation. A paved brick will be laid in the garden listing all Division 9 chapters & their states.

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Our scholarship fundraiser was most disappointing this year. We had to automate the process, thus making the cost greater. Since we had already incurred these expenses, we took the opportunity to send a newsletter and convention materials along with the prize tickets. We're afraid we stuffed the envelopes with too much information. We hope you understand, we had to increase the 6 tickets for \$5.00 to 12 tickets for \$10.00 to offset the printing/ mailing cost. Had we stayed with the old \$5.00 method, and even if all of our 7,000 members responded – we still would have only broken even. We'll be looking at how to fix this in 2008 since the fundraiser is only every 2 years. In the meantime we had promised 3 winners a payout totaling \$1,000 in the drawing, and of course two \$500.00 scholarships we're committed to. Steve Francis helped save the day. On the convention floor, he donated \$500.00 and challenged 10 others to donate \$50.00 each to match his donation. Because of him and the responding members, the challenge was met and our obligations fulfilled. Thanks to all who contributed.

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Membership by Division Vice President
Jon Bennett

Let me start by saying the Division 9 Convention was a huge success and credit needs to go to Kerry Wright as the convention manager and Minot AFB as the host chapter. I would also like to thank you for electing me as you Division 9 Vice President and I pledge my support to the division and to President Lutzen. Now let me get to the crux of the matter.

Membership is our life blood. Without members our organization will die. Our recruiting and retention efforts are rewarded in the form of more members and a stronger voice on Capitol Hill. The old saying, "If you aren't part of the cure, then you're likely part of the problem," holds true in this situation. Division 9 has the potential to be one of the largest if not the largest division in AFSA. With a little work on the part of the chapters we can easily push our numbers beyond 10,000 by our 2008 division convention. Minot has already started recruiting aggressively and promises were made by Grand Forks and Ellsworth to do the same. President Lutzen is working closely with the Command Chief at McConnell to get their chapter up and running and I will coordinate with Vance.

Offutt, Altus and Tinker have a long positive track record when it comes to recruiting and I'm sure they will continue to put members into the Sky High Club.

I wrote the following letter while in Division 5 as their membership chair but the advice still holds true for anyone wanting to start an active recruiting/retention program at their base.

SSgt "X" in response to your request for assistance, here's my advice. The best and easiest way is to build yourself a POC email group and periodically ask for input as to their recruiting efforts. Try suggesting that each chapter establish a recruiting calendar listing all possible recruiting events (Base Newcomer's Orientation, FTAC, ALS, NCOPEs, NCO Induction ceremonies, BX recruiting tables, Promotion release parties... the list goes on and on) this way, no opportunity is wasted and individual POCs can be assigned in advance.

As for retentions, each chapter should have a POC for retention. This POC will need to work closely with their division President and/or AFSA HQ member services to work the 4-month rosters. The easiest way is to use the retention mailing packages developed by the International Membership Committee in conjunction with the address labels provided by member services. In the event the chapter is unable/unwilling to work their own retention rosters, the division will need to have a POC (perhaps yourself) to pick up the slack. For example, here in division 5, three chapters work their own retentions and I cover the rest. It's a very simple process, when I receive a new roster from AFSAHQ, I simply disregard the names on the list from the chapters that work their own retentions.

The International Membership Committee can provide retentions packages at a minimal printing fee and trust me they work.

If there is anything I can do to help, just drop me a line.

Happy Recruiting/Retaining

Jon

Keep in mind the above advice was for a division membership chairman but the fundamentals hold true for chapter level recruiting and retaining. I have listed the most current division 9 numbers below.

Yours in AFSA,
Jon Bennett
Division 9 Vice President

Air Force Sergeants Association Divisional Chapter Score Report - AFSA - For Calendar Year 2006

-----Year To Date-----			
Division: 09	Chap	Recruit	Retain
	0951	9	
	0959	110	24
	0964	20	
	0972	2	1
	0974	8	1
	0984	114	31
	0985	186	39
	0988	155	6
	0990	3	2
	0991		4
Total for Division:		607	108

*Denotes recruiters changed chapters during the game.

Data current as of 05/25/06 01:19:35

Portrait of a Winner by SMSgt (Ret) Don Sullivan

We recently recognized dedicated achievers at our Division 9 Convention in Minot, ND; individually and collectively as chapters. We're pulling for our Member of the Year Mike Devenitch to follow his predecessors of the last 3 years (Paul Sharbutt, Paul Hamel and James Pepin) and triumph as the International selection.

What about the other devoted volunteers that excel in this people business of ours? For example: Let's not forget Cindy Unerfusser the MOY Runner up and nominees Johnny Hamm and Robert Mummert; all the volunteers at Team Minot that hosted the convention, the teamwork at other chapters that make it all work, and oh yeah - members from chapters throughout our division that made a special effort to attend the convention.

We gave long overdue special recognition at last year's convention to those never openly acknowledged but if not for their efforts there probably wouldn't even be a chapter in their city. We couldn't complete the picture of a Winner's Portrait without saluting members who although not active participants, pay their dues year after year so we'll have the grandiose numbers necessary for proper representation before Congress to promote and protect our hard earned benefits.

A 17th Century English Author and Minister John Donne used the phrase, "no man is an island," in a sermon meaning no one is self-sufficient and everyone relies on others. So, individual achievement is not possible without a committed supporting cast. As members of this most worthy association, we rely on each other to at least be counted in so we can enjoy the quality of life that other segments of our society do. Many of our Air Force Enlisted brothers and sisters don't even do this. AFSA members, thank you for your contributions – you are the composition of the Portrait of a Winner? For all you others – Shame.....The Fact of the Matter is, respecting all that AFSA has done for the Air Force Enlisted and their families, "*You should be standing in line to join!*"

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## **THE IMPORTANCE OF SUPPORTING AFSA's MEMBER SERVICE PROGRAMS**

In its role of helping to improve the quality of life for the *Total Air Force* enlisted corps and family members, AFSA seeks member service/affinity providers and "value-added" programs to save members money and add quality-of-life-improving programs tailored to enlisted members' needs. AFSA can negotiate good deals with these providers based on its membership strength and the prospective amount of business these providers will do with members. The better the participation rate, the better deals AFSA can strike.

Currently, the association informs members about these programs through various means such as SERGEANTS Magazine, our Web site, UPDATE Newsletter, the weekly AFSA electronic newsletter, brochures, and many other means. Still, it is vitally important that our association's elected leaders at all levels get the word about these services and programs.

Why should you personally support these programs and encourage others to do so?

**1. Money Savings.** Most times if members participate in just one of the programs, their savings will more than pay for their \$25 annual membership fee. For instance, in many cases, GEICO auto insurance can save members hundreds of dollars over the competition in many states. Members can save \$50 off a cell phone by participating in the Verizon program. Members can save an average of \$18 off the price of Apple iPods and 17 percent off other computer devices. Between these, there's the potential of saving more 10 times the price of membership.

**2. Tailored Services.** Air Force enlisted members and their families have special needs in many cases; AFSA knows that because the AFSA's leaders have been there. As AFSA grows we have extra negotiating power to help ensure we can tailor and even create programs just for enlisted people. For instance, AFSA worked to create an on-line Banking Center so members can manage bank accounts and financial services from anywhere. There's also the Orion International "Job Board" through which retiring or separating from service enlisted members can look for jobs that utilize their special skills and training. Of course there are the TRICARE Supplements offered through AFSA's insurance program. Plus, AFSA and the Airmen Memorial Foundation both have scholarship programs tailored to the needs of enlisted families. In addition, the Auxiliary has its Educational Grants to help its members meet professional requirements of a career enhancement or change.

**3. The Bottomline.** Participation in these services and programs not only helps members' financial bottom line, but your association bottom line. And, why shouldn't it? Some of our program agreements designate that some royalties are paid to the association based on participation in the program. This just further strengthens your association and helps keep dues as low as possible. And, be assured, some of these royalties find their way into our Four Worthy Charities. Plus, these providers are proud to support the enlisted force. Rest assured, AFSA doesn't create or find providers to make money, they work to find providers that will provide services and programs our members have requested or that provides an exceptional benefit to our members.

Encouraging members to check out these services and programs is important to them and our, your, association. Therefore, it's important for you as one of our leaders to spread the word any way you

can about the benefits of AFSA membership. The easiest way is enroll in and talk about the valuable AFSA services and programs. Information can be put in division and chapter newsletters and should especially be used in recruiting and retention efforts. Think of how many Airmen would be interested in the savings on iPods and cellular phones. Those savings alone are well worth the expense of an AFSA dues.

Following is a vast array of services and programs offered through the association:

#### **Verizon Wireless**

Go to [www.afsahq.org](http://www.afsahq.org) and click on the "Verizon" icon or call Verizon at (866) 784-8296

#### **AFSA Banking Center**

Go to [www.afsahq.org](http://www.afsahq.org) and click on the "AFSA Banking Center" icon

#### **Auto Rentals**

Alamo: (800) 354-2322, Code 93804  
Hertz: (800) 654-6511, Code 0010635

#### **Eyewear & Contact Lenses**

AFSA/Specs: (800) 804-4384

#### **AFSA/Marsh Affinity Insurance Programs**

Marsh Affinity: (800) 882-5541

#### **Auto Insurance - GEICO: (800) 368-2734**

#### **Discount Travel & Vacations**

Carlson Leisure Travel Services:  
(866) 428-7448 or [www.afsahq.org](http://www.afsahq.org), click on the Carlson icon

Inglewood Travel Consultants: (800) 873-6446

#### **AFSA/MBNA Credit Card**

(800) 789-6262, or [www.afsahq.org](http://www.afsahq.org)

#### **Privacy Assist**

Offered through MBNA provides identity theft protection.  
(800) 789-6262, or [www.afsahq.org](http://www.afsahq.org)

#### **Pentagon Federal Credit Union (800) 247-5626**

#### **Capitol Hill Update Hotline**

(800) 638-0594 (dial 400 at the prompt). Call any time

#### **AFSA Bulletin**

Published weekly, this bulletin not only provides up-to-date legislative information, it also provides other news of interest to enlisted members and informs them about their AFSA.

#### **SERGEANTS Magazine**

#### **Scholarships**

Go to [www.afsahq.org](http://www.afsahq.org) and click on the "AFSA Education" icon

#### **Apple**

Go to [www.afsahq.org](http://www.afsahq.org) and click on the Apple icon

#### **FTD.com**

Go to [www.afsahq.org](http://www.afsahq.org) and click on the FTD icon and use code: 4578

#### **AFSA VIDEO COLLECTION**

TN Marketing Customer Service Toll-Free Number: 877-234-2472 or e-mail [voices@cust-serv.net](mailto:voices@cust-serv.net)

#### **ORION INTERNATIONAL**

To post job openings and search for employment go to AFSA's Web site at [www.afsahq.org](http://www.afsahq.org) and click on the Orion icon.

#### **AFSA'S MEMBERSHIP DIRECTORY**

AFSA's first Membership Directory is in full swing! At members' request AFSA has contracted Harris Connect, Inc. to update membership data and publish the directory. Harris Connect, Inc. has already contacted many members to verify their membership information and ask members if they'd like to participate in the directory. There a various prices.

The membership directory will be a great way to find friends with whom you've served in the Air force, and it will also contain historical information about AFSA and other important facts about our organization.

You may have already reserved your copy of the directory that will publish in December of 2006. If you have questions regarding your information that will be published, reserving a copy of the directory, or payment for the directory please use the following number to contact Harris Connect, Inc. with your questions. **Direct Customer Service/Questions regarding the directory to Harris Connect, Inc. – 800-877-6554**

**Other Ways AFSA Members Can Save Money!** By going to AFSA's Web site and clicking on the appropriate icon, members can take advantage of the latest offers from: \* **Office Depot**, \* **ADT Home Security**, and \***EarthlinkP**

**Please take note:** These offers are only good through AFSA's Web site and change periodically at the vendor's discretion.....