Call Bullet Points

The propose of this evening is to help your lapsation team feel comfortable in reaching out to your delinquent members who may have forgotten about paying their dues and now have taken that attitude that if the lodge doesn't care, why should I?

Even mailing a letter is not as personal as a phone call from a fellow member.

This phone call should be a concerned, caring phone call, to make them feel important and why they did not renew is of a concern to you.

Follow this outline to assist with your call:

- Introduce yourself, and inform them that you are a member of THEIR lodge.
- Tell them that you are on a membership committee that is reaching out to OUR MEMBERS that have not renewed THEIR membership, and OUR Team is working hard to get YOU back.
- Tell them what has been happening in THEIR lodge this past year. (use your charity records to let them know WHAT THEIR LODGE IS DOING IN THEIR COMMUNITY)
- Tell them about the Major Project cases for our special needs kids you touch, the Gold Key Scholarships that continue the programs for these kids as they get older. Tell them how many kids you had apply for the "Most Valuable Student" scholarships in THEIR COMMUNITY and the dollars they are expected to receive. Tell them about the Veterans you touched and the number of volunteer hours it takes to accomplish these successful programs and we sure could use their help.
- Tell them about all the FUN WE have doing these programs for THEIR Community. Have a list of the events you do for membership, parties, picnics, concerts, etc. The things that are fun to for all the members!!!!!!
- Tell them how much WE can use THEIR help and THEIR dues to keep these programs running for the benefit of THEIR community.
- Invite them back to be a part of the organization. Attend a dinner or event at the lodge with them to get them back into the social part of the membership.
- I would suggest a "Membership Special" for the late in the year, instead of the dues due for last year ask them only for the per capita you paid to Grand Lodge in addition to next year's dues. This would make them a "Member in good standing" within the order.
- If all else fails, ask them to make their membership dues a donation to the lodge to keep these most valuable programs going for their community.
- Ask them if you could collect using their credit card.

CALL SHEET

Date _____ # Months Delinquent _____

Delinquent Member _____ Phone: _____

Years a Member _____

Number of Calls:	Circle One		
	1st	2nd	3rd

Description of call(s)
1st Call DATE:
2nd Call DATE:
3rd Call DATE:

Name on Card: _____

Visa / MC #: _____ Exp Date: _____

CVC Code: _____

Comments:

11/5/2015	Horse Races	27	7	0	27	0	352	0	$0	$0
11/6/2015	Vets Steak Luncheon	110	11	12	33	36	110	120	$1,250	$0
11/12/2015	Ann Arbor POW	8	2	0	4	0	72	0	$0	$0
11/24/2015	Ice Cream Social	275	10	3	40	8	500	150	$0	$0
11/25/2015	Homeless Vets	50	14	4	10	6	120	15	$600	$0
12/3/2015	Horse Races	27	4	0	12	0	200	0	$0	$0
12/5/2015	Vet Baby Shower	25	2	0	4	0	72	0	$400	$100
12/10/2015	Ann Arbor POW	6	2	0	4	0	72	0	$0	$0
12/12/2015	Wrap Xmass Gifts	0	25	70	75	140	200	560	$350	$0
2/17/2015	Deliver Gift to Battle Creek VA	275	2	0	12	0	210	0	$950	$2,200
12/21/2015	Deliver Gift to Detroit VA	180	10	2	40	8	500	100	$850	$1,440
12/22/2015	Deliver Gifts to Ann Arbor VA	150	7	1	28	4	252	36	$800	$1,200
12/23/2015	Deliver Gifts to Piquette Homless	150	2	0	6	0	110	0	$600	$1,200
12/24/2015	Deliver Gifts Dom & MVF	180	2	0	6	0	120	0	$0	$1,440
12/31/2015	Vets New Year Party	45	2	0	6	0	100	0	$0	$0
1/5/2016	Detroit POW	3	1	0	2	0	50	0	$0	$0
1/13/2016	Ice Cream Social	250	10	2	40	8	515	100	$0	$0
2/2/2016	Detroit POW	2	1	0	2	0	50	0	$0	$0
2/3/2016	POW Steak Dinners	5	3	2	6	2	0	0	$60	$0
2/4/2016	Horse Races	27	8	0	24	0	400	0	$0	$0
2/8/2016	Homeless Vets	30	11	3	11	6	120	15	$250	$0
2/10/2016	Ice Cream Social	250	9	2	36	8	450	100	$0	$0
2/23/2016	Ann Arbor Lap Robes	54	2	1	4	108	36	2	$2,750	$0
3/3/2016	Horse Races	22	7	0	21	0	650	0	$0	$0
3/5/2016	Vets Job Fair	100	4	1	16	4	200	50	$0	$0
3/10/2016	Ann Arbor POW	2	2	0	4	0	76	0	$0	$0
3/10/2016	Donation for Socials	0	0	0	0	0	0	0	$0	$750
3/10/2016	Donation for G.A. games	0	1	0	0	0	50	0	$0	$750
3/16/2016	Ice Cream Social	350	9	0	36	0	450	0	$0	$0

2015-16 Year End Totals	**5539**	**375**	**191**	**1054**	**568**	**14294**	**2997**	**$12,925**	**$9,080**
	Head count of participants	# Elks	# Helpers	Elks Hours	Helper Hours	Elks Miles	Helper Miles	Non-Cash EST Value	Cash

Plymouth-Ann Arbor 325 Elks Veteran's Committee Work										
Date	Program	Head count of participants	# Elks	# Helpers	Elks Hours	Helper Hours	Elks Miles	Helper Miles	Non-Cash EST Value	Cash
4/2/2015	Horse Races	34	6	1	18	3	300	50	$0	$0
4/29/2015	Vets Steak Luncheon	90	10	10	56	56	100	100	$1,300	$0
5/7/2015	Horse Races	36	8	0	24	0	400	0	$0	$0
5/11/2015	ReCreation Show	36	4	0	18	0	220	0	$0	$0
5/12/2015	Chili Dog Luncheon	300	11	5	44	20	550	250	$0	$0
5/18/2015	Homeless Vets	24	10	4	10	4	130	20	$300	$0
5/20/2015	2 K Walk	150	2	0	6	0	100	0	$0	$0
5/21/2015	Women's Gifts and Cards	40	1	35	2	70	70	25	$40	$0
5/26/2015	Homeless Vets	5	6	0	8	0	50	0	$500	$0
6/4/2015	Horse Races	31	6	1	18	3	300	50	$0	$0
6/6/2015	Carnival	120	9	2	36	5	450	100	$0	$0
6/10/2015	Ice Cream Social	275	7	4	21	12	360	200	$0	$0
6/20/2015	Battle Creek Picnic	175	2	1	12	6	400	200	$0	$0
6/22/2015	Homeless Vets	52	15	4	12	4	75	15	$600	$0
7/1/2015	Tigers-Vets Hot Dog	40	6	0	25	0	310	0	$0	$0
7/2/2015	Horse Races	36	7	0	21	0	350	0	$0	$0
7/9/2015	Picnic POW	25	1	0	3	0	36	0	$0	$0
7/13/2015	Donate Flags GL Cemetery	3	1	1	3	3	114	114	$225	$0
7/16/2015	Homeless Vets	54	15	4	10	2	65	10	$600	$0
7/29/2015	Ice Cream Social	350	10	3	30	9	500	150	$0	$0
8/4/2015	POW Detroit	3	1	0	2	0	50	0	$0	$0
8/6/2015	Horse Races	28	6	0	18	0	300	0	$0	$0
8/13/2015	Ann Arbor POW	10	2	0	4	0	72	0	$0	$0
8/27/2015	Ice Cream Social	300	10	2	30	6	500	100	$0	$0
9/1/2015	POW Detroit	12	1	0	2	0	50	0	$0	$0
9/3/2015	Horse Races	33	7	0	21	0	350	0	$0	$0
9/11/2015	Homeless vets Donation	45	14	4	10	6	130	15	$500	$0
9/29/2015	Ice Cream Social	325	10	2	30	6	560	100	$0	$0
10/1/2015	Horse Races	27	5	1	15	3	250	50	$0	$0
10/28/2015	Chili Dog Luncheon	275	11	4	33	12	1065	200	$0	$0
11/3/2015	POW Detroit	2	1	0	3	0	50	0	$0	$0

PLYMOUTH – ANN ARBOR #325 ELKS ACTIVITIES

"The Fun We Have"

Seafood Friday – Offers a new updated menu featuring all your favorites – 2nd and 4th Fridays

Burger Nights – Every Thursday – Burgers along with other items available

Jazz Night – The last Tuesday of the month with light appetizers served

Blues Night – On the second Tuesday of the month with light appetizers served

PER Steak Night – Held on the 1st Wednesday of the month offering an New York Strip Steak or Pan Fried Walleye with Salad, Potato, Roll and Butter, Coffee or Tea

Lunches – Available Tuesday, Wednesday and Thursday (11:00am – 2pm)

Senior Elks Group – An active group of retirees that meet on the 2nd Tuesday of the month at noon. They socialize; have lunch and plan day trips and outings.

Children's Christmas Party – A party held for the children and grandchildren of our members. A gift is provided for each child, along with a visit from Santa and lunch!

Parties and Special Events – The Lodge has parties throughout the year which such as: Kentucky Derby, Super Bowl, MSU vs U of M game day, U of M vs Ohio State game day and a Christmas Hospitality sing along. There are additional parties planned throughout the year which may vary from year to year.

Club Hours – The Club is open Tuesday through Friday at 11:00am. The closing time may vary. Additional Club hours on Saturday and Sunday – check your newsletter or website for updates.

Daily Activities - Televised Sporting Events, Pool Table and Wii game also available

Hall and Room Rental – we have hall and room rentals available for up to 200 people. Contact Judi for more information.

Plymouth-Ann Arbor Elks #325, 41700 Ann Arbor Rd. Plymouth, MI 48170 734.453.1780
www.PlymouthAnnArborElks325.com

Plymouth – Ann Arbor Elks Lodge #325
Charitable and Community Involvement

Veterans Programs
Since the early days of Elkdom, the VETERNS SERVICE COMMISSION has patriotically served those Elks who have fought for our great nation.

"So long as there are Veterans, the Benevolent and Protective Order of Elks will never forget them"

Michigan Major Projects
This program provides financial assistance to Special Needs Children who are a resident of the state of Michigan, and under the age of eighteen, regardless of race, color, creed or gender who cannot obtain assistance from any other source.

Gold Key Scholarship Program
The Michigan Elks Association is offering scholarships for special needs students who want to pursue higher education at an accredited educational institution or a licensed vocational school.

Scholarships
Each year the Elks National Foundation provides more than $3.65 million in college scholarships to graduating seniors.

Hoop Shoot
The annual Elks Hoop Shoot Free Throw Program is open to all boys and girls ages 8 thru 13. The contest starts at the Lodge level and advances through district, state and regional contests before the National Finals in the spring.

Drug Awareness
The Elks Drug Awareness Program distributes literature and participates in organized events to provide awareness to kids and their parents of the dangers posed by alcohol, tobacco and illegal drugs.

Youth Activities
Other youth-oriented activities sponsored by the Elks include the Soccer Shoot, the Antlers program, the yearly Americanism essay contest and more.

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PLYMOUTH – ANN ARBOR ELKS #325 ANNUAL REPORT
Lodge Year 2015-2016

Drug Awareness

- Shared our "Drug Awareness" packages with 266 children in our community

Pumpkin Patch

- Touched 250 special needs kids at the Cook School located in Northville, MI with candy and goodies for Halloween "trick or treat"

Flag Day

- Held Flag Day Service at the lodge and Ashford Court to include an audience of 110

Memorial Service

- Held a Memorial Service in December in memory of our absent members with 65 people in attendance

Veterans

- Raised over $7,800 for our Veteran Program
- Purchased, wrapped and distributed over 890 Christmas gives to hospitalized Veterans in Detroit, Ann Arbor, and Battle Creek VA Hospitals along with 3 homeless shelters for Veterans
- For the Detroit Veterans Hospital we:
    - Held monthly Horse Racing activities
    - Hosted 9 Ice Cream Socials
    - Hosted 2 Chili Dog Luncheons
    - Participated in the Veterans Carnival
    - Participated in a female Veterans Baby Shower
    - Participated in a New Year's event and
    - Participated in a Super Bowl party
- Served 2 steak luncheons at the lodge to include 100 veterans at each event from the Detroit and Ann Arbor Veterans as well as our homeless Veterans
- Adopted 460 Veterans and made over 38,000 contacts with them
- Collected donations of 178 bags of clothing and other goods valued over $2,100 to the Michigan Veterans Foundation Homeless Shelter
- Touched the lives of 5,871 Veterans in need
- Man hour totals of 1,700 hours and covered over 17,927 miles
- Donations made to the Detroit VA, Ann Arbor VA, and Michigan Veterans Foundation

Youth Activities

- Sponsored a Wrestling Tournament for 195 participants and countless parents and fans
- Sponsored a Hoop Shoot free throw tournament
- Invited local Girl and Boy Scouts and other youth to assist in wrapping 890 veteran Christmas gifts
- 7 of our Elk scholars won scholarships from the State and National programs worth $32,000
- Over 256 youth came in contact with Elk sponsored programs

Major Projects

- Helped 31 handicapped children in the Plymouth-Canton area for a total cost of $24,457 to include
  - Therapeutic style bikes
  - Speech therapy
  - Specialized summer camps
- Raised $3,671 for the program
- Traveled over 1,900 miles

C.O.T.S. (Coalition of Temporary Shelters in the Cass Corridor for homeless families)

- Donated over 290 bags of clothing and other items valued over $1,750

Community

- Provided facilities to the Plymouth Goodfellows for the distribution of Christmas gifts for the needy
- Facilities were used for other fund raising events
- Participated in local Memorial Day parade
- Participated in the Veteran's Day activities
- Hosted Flag Day and Veteran's Day programs at the lodge and Ashford Court Senior Residence
- 4,870 participated in events at the Lodge with a value of $7,350

National Foundation

- Received $7,000 in grants for our Veteran and Youth programs
- Received $32,000 for local youth from the scholarship program
- New member and donations of $3,075 to equal $5.903 per member

Origin of the Toast

The Eleven O'Clock Toast

You have heard the tolling of 11 strokes,
This is to remind us that with Elks, the hour
of 11 has a tender significance.

Wherever Elks may roam, whatever their lot
in life may be, when this hour falls upon the
dial of night, the great heart of
Elkdom swells and throbs.

It is the golden hour or recollection, the
homecoming of those who wander, the mystic
roll call of those who will come no more.

Living or dead, Elks are never forgotten,
never forsaken. Morning and noon may pass
them by, the light of day sink heedlessly in the
West, but ere the shadows of midnight shall
fall, the chimes of memory will be pealing
forth the friendly message,

"To our absent members"

Plymouth – Ann Arbor #325
PlymouthAnnArborElks325.com

In regard to the Elk's 11 O'Clock Toast and its origin, we have to go back long before the BPOE came into existence.

One of the main contributions of Charles Richardson – in stage name of Charles Algemon Sidney Vivian and founder of the American branch of the Jolly Corks – was to deliver into the hands of newborn Elks the rituals and traditions of a fraternal organization started in England around 1010A.D., the Royal and Antediluvian Order of the Buffaloes, to which he belonged prior to coming to New York.

The RAOB, or Buffaloes as we shall henceforth refer to them, also practiced an 11 O'clock toast in remembrance of the Battle of Hastings in October of 1066. Following his victory, William of Normandy imported a set of rules, both martial and civil in nature, to keep control of a seething Norman-Saxon population, always on the edge of a revolution.

Among those rules was a curfew law requiring all watch fires, bonfires (basically all lights controlled by private citizens that could serve as signals) to be extinguished at 11 O'clock each night.

From strategically placed watchtowers that also served as early fire-alarm posts, the call would go out to douse or shutter all lights and bank all fires. This also served to discourage secret and treasonous meeting, as chimney sparks stood out against the black sky.

A person away from his home and out on the darkened streets, when all doors were barred for the night, risked great peril from either evildoers or patrolling militia.

The hour of 11 quickly acquired a somber meaning, and in the centuries that followed, became the synonym throughout Europe for someone on his deathbed or about to go into battle: i.e. "His family gathered about his bed at the 11th hour," or "The troops in the trenches hastily wrote notes to their families as the 11th hour approached when they must charge over the top."

Thus, when the 15 Jolly Corks (of whom seven were not native-born Americans) voted on February 16, 1868, to start a more formal and official organization, they were already aware of an almost universally prevalent sentiment about the mystic and haunting aura connected with the nightly hour of 11, and it took no great eloquence by Vivian to establish a ritual toast similar to that of the Buffaloes at the next-to-last hour each day.