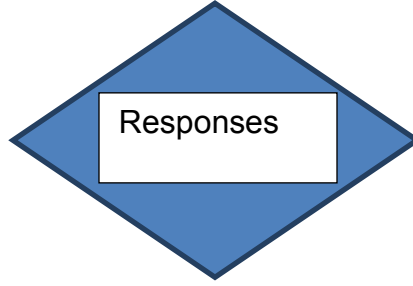


# Annie's Discussion Map

Chapter president, treasurer, and membership chair can compile a list of formerly active members for reinstatement calls.

Chapter President asks for chapter volunteers to call each former member by set deadline.



FORMER MEMBER	ANNIE CALLER
I moved.	Great! What chapter are you in now? <b>Record chapter.</b> You don't have a chapter yet? We'll get you in touch with the transfer chair and find a chapter near you. What is your email address? <b>Record email. Call back in a couple of months to see how she likes her new chapter.</b>
No, thank you.	I am so sorry. If you change your mind later and wish to reinstate, please don't hesitate. We'd love to have you return as an active member. <b>Record. Do not call back.</b>
I can't. The dues are too high.	1. Did you know that our dues are less expensive than comparable professional organizations? We also offer many benefits that offset the cost of dues. For example, we have scholarships that cover post – graduate work, National Board certification, Road Scholar trips, conference fees, and classroom projects. And your dues support grants for women to become teachers in non-member countries. 2. The minimum dues to cover state and International fees are \$XX (insert your amount). Could you afford that much? <b>Perhaps your chapter could waive the chapter fee until your financial situation improves.</b>
Let me think about it.	<b>Record as maybe. Call again in a couple of months.</b>
I have too many family obligations.	All of us are care-givers during our lives. DKG is something you do for yourself to take care of you. Your chapter buddies are willing listeners and will support you when family obligations are intense.
I don't have time.	I understand. We all seem to be busier now than ever. The good news is that there is no longer an attendance requirement for meetings. You only go to a meeting if you have time.
I retired from teaching.	Congratulations! We know retired teachers are very busy, but we hope you will find time to join us again. We could use your help as a mentor for our early career educator project. And you could use a DKG scholarship to attend a Road Scholar trip.
I changed jobs. I am no longer a teacher.	No problem. You are still counted as a member and we would love for you to join us again and share your

	expertise in your new field.
I am having serious health issues.	I'm so sorry that you aren't feeling well. We'll send prayers your way. <b>Call back to check on health.</b>
I have so many responsibilities at work. I just can't do one more thing.	A DKG meeting can be a time to relax and recharge from all those responsibilities. Taking time to socialize is good for your health!
It is too far to drive to the meetings. (I don't like to drive at night.) (You meet in a different place every time. I get lost.)	No problem. One of us would be happy to pick you up and bring you to the meeting. <b>Note to chapter: If you commit, be certain to carry through on this promise.</b>
The meeting times conflict with my schedule.	We have a rotating meeting schedule so hopefully there will be at least one meeting you can attend. If not, you can keep up to date through our newsletter, website, and emails while enjoying the other benefits of being a member.
The programs just weren't interesting to me.	We send out a survey each year asking for program ideas. What are some topics you find appealing? We would love for you to present at one of our meetings on a topic that interests you.
I wasn't notified when it was time to pay the dues.	I am so sorry. We have a system in place now to make sure that doesn't happen again.
I didn't feel welcome at the meetings.	I am so sorry you weren't welcomed at the meeting. This year we will have monthly team builder activities to make sure that everyone is involved at each meeting and gets to know one another.

Record the results of the phone conversation to share with chapter president and membership chairman..

Send your completed recording sheet to your chapter president.

For those ladies who agree to be reinstated, add their email addresses to your distribution list and send a reminder about chapter meetings and the dues deadline. During the meetings, make sure their needs are being met. Assign a "social sister" to reinstated members to help them feel welcome and valued at every meeting.

**Sample Getting Started Script:**

This is a sample script to help your Annie Calling volunteers get started with a personal phone call to a former member. Insert your information in areas marked in red.

Hi **former member's name!** This is **your name** from **your chapter**. I am calling to tell you how much we miss you! I know your family and job responsibilities made it difficult for you to stay in DKG, but I hope that now you can consider returning to us! Our chapter has some great programs planned that you will love. Our chapter project this year is to **support early career educators**. We hope you will rejoin our chapter to help us make a difference in education. Reinstatement is easy. You just say, "Yes" and pay your dues this October. All of us in **your chapter** want you to come back!