MEMBERSHIP STRATEGIES
RECRUIT NEW RETIREES AND POTENTIAL MEMBERS

Media
- US mail and Telephone
- Email and Facebook
- Face-to-Face

Personal Contact
- Obtain retiree list from Board of Education
- Emphasize ALL school personnel
- Plan a retiree picnic
- Host a reception for retirees
- Participate in Board of Education Retirement Reception
- Provide one-on-one contacts
- Individual members ask potential members to join
- Invite new retirees to the local luncheon as a guest
- Display retiree names at meetings/ask members to take a name and make a contact

Outreach
- Use personalized invitation to join
- Local president sends a letter to all retirees
- Distribute membership trifold brochure/application form
- Provide a Retiree Information Folder

Make Current Employees Aware of Local Retirement Organization
- Present scholarship awards to current staff in their staff meetings at their workplace or the end of the year retiree luncheon
- When presenting scholarships, emphasize protecting pensions and benefits to those considering retirement
- Give awards to current employees at Board of Education meetings
- Attend Board of Education meetings
- Testify at hearings in support of the Board of Education budget
- Partner with other organizations at conferences/seminars/distribute literature
- Sponsor a “School’s Out” party for active staff

Retirement Planning
- Local sponsors “Retirement Planning Seminar”
- Participate in Board of Education Retirement Seminar
- Attend county retirement information sessions to promote the Association, and its activities, including toolkits, backpacks, presents, community involvement at local retirement seminars
- Ask Human Resources to include a letter inviting retirees to join the Association in the Board Retirement Packet
- Promote the Association, and its activities, including toolkits, backpacks, presents, community involvement at local retirement seminars
- Ask Human Resources to include a letter inviting retirees to join the Association in the Board Retirement packet

Provide Information
- Send newsletter to new retirees for one year
Pension and Health Benefits
- Develop two minute elevator statement for “Why Should I Join?”
- Emphasize importance of pension and health benefits

Membership Goals
- Set membership goals each year

RETAIN NEW MEMBERS

Welcome and engage new members
- Make contact within 30 days of them joining
- Plan-assign persons to follow-up with recent retirees

Keep Informed
- Share local calendar of events
- Carry MRSPA newsletter to meetings for retirees

Getting Acquainted
- Introduce new members at first meeting they attend, share where they worked and how many years
- Highlight new members in the newsletter and on the website
- Display photos in the newsletter
- Conduct a survey to learn of retiree’s interests
- Provide opportunities to volunteer where members can invite new members

RETAIN ALL MEMBERS

Membership Renewal
- Provide an incentive to renew membership
- Emphasize:
  - MRSPA is the only organization in Maryland advocating exclusively for retirees
  - There is strength in numbers
- Thank members for renewing
- Encourage cash members to become continuing members through annual dues deduction

Programs
- Make meetings fun
- Provide complimentary luncheons for emeritus members
- Plan social activities such as crab feasts, trips, musicals
- Showcase achievers
- Interview candidates for political office
- Recognize member’s birthdays, anniversaries

Keep Connected
- Communicate often via telephone, newsletter, email, e-newsletter, website
- Send cards for illness, birthdays, anniversaries
- Send cards/notes to those who cannot attend meetings; thinking of you
- Conduct survey asking “How are we doing?” and to provide input for meetings and programs

REGAIN MEMBERS
- Develop a two minute elevator statement answering the question, “Why should I renew?”
• Send a minimum of three notices/letters
• Personal contact after two notices/letters
• Telephone call to encourage them to renew
• Analyze why members do not renew membership and then fix it
| Strategies/Locals                  | Allegany | Anne Arundel | Baltimore City | Baltimore Co. | Caroline | Carroll | Cecil | Charles | Dorchester | Frederick | Garrett | Harford | Howard | Kent | Montgomery | Prince George's | Queen Anne's | Somerset | Talbot | Washington | Wicomico | Worcester |
|----------------------------------|----------|--------------|----------------|---------------|-----------|---------|-------|---------|------------|-----------|---------|---------|--------|------|------------|-----------------|--------------|----------|--------|---------|-----------|----------|-----------|
| Recruitment Letter to Retirees   | X        | X            | X              | X             | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Free/reduced price luncheon      | X        |              | X              |              | X         | X       |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| new retirees                     |          |              |                |              |           |         |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| List of retirees from the Board  | X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Newsletters to potential members| X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Tri-fold Brochure                | X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Benefits of MRSPA & Local        | X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| membership                       |          |              |                |              |           |         |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Info in Bd. Packet to retirees   | X        | X            | X              | X            | X         | X       |       |         | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Invitation to join on website    | X        | X            |                |              |           |         | X     |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Pre-Retirement program           | X        |              | X              | X            | X         | X       | X     |         | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Use of MRSPA brochures           | X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Distribute materials from        |          |              |                |              |           |         |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Social Security/Retirement       |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Use local newspaper              |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Invite retirees to picnic,       | X        | X            | X              |              |           |         | X     |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| reception, etc.                  |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Use of one-to-one contact        | X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Provide awards at Bd of Ed or    | X        | X            |                |              |           |         |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| school                           |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Partner with other               | X        | X            | X              |              |           |         |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| organization                     |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Use of Each One Reach One        | X        | X            | X              |              |           |         |       |         | X          |           |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Strategy                         |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Membership form included in      | X        | X            |                | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| every newsletter                 |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Current Website/Facebook         | X        | X            | X              | X            | X         | X       | X     | X       | X          | X         | X       | X       | X      | X    | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Promotes with giveaway           | X        |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| materials                        |          |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |
| Inform current employees         | X        |              |                |              |           |         |       |         |            |            |         |         |        |      | X          | X               | X            | X        | X       | X       | X         | X        | X         |

Strategies to Recruit Members
January 2017
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# Strategies to Retain Members

**January 2017**

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NOTE

Following are some letters and membership materials from local associations. Personal information has been deleted since officers and committee chairs change through the years. Please review these materials for ideas for your local association. Additional letters and materials are welcome to be included in the resource manual in the future.
February 8, 2012

Dear Retiree,

Congratulations on your recent retirement from Baltimore City Public Schools! You are now eligible to join your former colleagues in the Association of Baltimore City Public School Retirees, Inc.

As a member you will be able to take advantage of the following:

- A quarterly newsletter that provides information updates
- Two catered luncheons annually
- Travel opportunities with your colleagues throughout the year
- Association meetings the second Monday of each month
- Workshops related to retirees’ interests
- Opportunities to support educational programs to aid local students
- Current legislative updates on issues pertaining to the maintenance of retiree benefits and our efforts to protect healthcare costs
- Recognition of the recipients of our annual scholarships awarded to public high school seniors who plan to become teachers
- Benefits offered by MRSPA (Maryland Retired School Personnel Association) such as:

1. Discounted computer purchases – Dell
2. Car rental discounts – Budget and Advantage
3. Financial Planning
4. Long Term care insurance discounts
5. A car buying advisory service
6. Hearing plans offering free hearing screenings for members and immediate families with subsequent discounted prices if hearing devices are needed
7. Costco Wholesale Club discounted membership
8. Medical Air Services Association membership – includes emergency air transportation and emergency ground transportation
9. United Legal Benefits Group membership – legal services at a significantly reduced cost with a local law firm
10. Dental and Vision benefits through United Concordia

The cost to join both ABCPSR and MRSPA is just $50.00 once a year. The preferred method of payment is by dues deduction from your retirement/pension check. An alternate form of payment is by personal check.

______________, Chairman, __________________ and ___________________ are members of the Membership Committee. If you have any questions, you may call ______________________ at ______________________.

Please complete the enclosed form and send it to MRSPA to join.

Join us now! YOU and your ideas are important to us!

Sincerely,

____________________________________

Membership Committee Members
Greetings and congratulations on your retirement!

If you are looking for a way to stay informed about your benefits and the education community in Baltimore County and the state of Maryland, please read the enclosed material and consider becoming a member of the Baltimore County Retired School Personnel Association (BCRSPA) and the Maryland Retired School Personnel Association (MRSPA). These organizations provide retired personnel with regular updates on Baltimore County health benefits, legislative representation in Annapolis, and opportunities to provide Baltimore County high school seniors with college scholarships, and to assist with local community service projects.

Do you enjoy travel? BCRSPA provides opportunities for day trips to places such as New York City at Christmas time to see the Radio City Music Show, and to sites in Washington D.C., and Pennsylvania. For those who are “globe trotters”, MRSPA offers longer, more exotic international trips such as a cruise on the Great Rivers of Europe, a South African safari, and a trip to Majestic India.

You can also access our websites for additional information – [www.bcrspa.org](http://www.bcrspa.org) or [www.mrspa.org](http://www.mrspa.org). Or call our answering service at 410-847-9700.

Our next lunch meeting is Tuesday, October 15, 2013 at Columbus Gardens. We would love to see you there.

These organizations are inclusive associations that are open to ALL retired school personnel. Please consider joining BCRSPA and MRSPA. Together we can make a difference.

Sincerely,

BCRSPA Membership Committee
Dear Member of the Maryland Retirement and Pension Systems:

This is an invitation to join both the Maryland Retired School Personnel Association and the Cecil County Retired School Personnel Association.

What will you receive for your dues? MRSPA, an organization of dedicated and retired education employees striving to represent those persons who receive retirement benefits from the Maryland Retirement/Pension System.

This association has an energetic and capable Legislative Committee that is active in Annapolis, and that studies issues throughout the year, and responds to those issues either in writing or by giving testimony. This committee spends many hours protecting the interests of our retirees.

Other valuable benefits include: 5 newsletters per year, pre-retirement planning seminars, Education and Protective Services workshops, and travel and tour opportunities.

Our Members serve on boards of the State AARP, the United Seniors of Maryland, and the Maryland Senior Citizens Hall of Fame, and have a working relationship with NRTA and MRSPA on topics that affect our members.

MRSPA offers vision, dental, prescription drug, and long-term care as well as a car buying service. The Member Benefits Committee works throughout the year to provide services that benefit retirees.

For those that have access to the Internet, MRSPA has a webpage for obtaining up-to-date information at: www.mrspa.org.

Our local organization sends out a newsletter, The Chalkboard, and has 4 business/program/luncheon meetings throughout the year. Also, CCRSPA presents a Memorial Scholarship to a college student who is majoring in the field of education.

As you consider the benefits, we hope that you will join us. There is strength in numbers, and your membership will allow MRSPA to continue working for the collective group.
You have an opportunity to join both the Cecil County Retired School Personnel Association (CCRSPA) and the Maryland Retired School Personnel Association (MRSPA). Membership is open to all teachers, administrators, instructional assistants, and supporting services personnel/who have retired from our public school system.

As a member of these organizations, you will not only benefit personally through opportunities to meet with other Cecil County Public School retirees, but you will support the ongoing efforts of these associations to protect your retirement/pension benefits. Some of the activities include:

- Acting as a legislative watchdog to protect the welfare of retired members
- Keeping members informed via local and state newsletters and the internet.
- Holding local association meetings: These meetings are luncheon meetings, which are held at various locations in Cecil County. They are held four times a year, beginning in September and ending in May. Meetings will include a short informative or entertainment program as well as an opportunity to socialize with other retired friends and colleagues.
- State Association meetings are open to those members who are interested in participating in State-wide retirement issues. State membership includes many travel/vacation opportunities for its members.
- Cooperation with the National Retired Teachers Association (NRTA) and its programs.

If interested, prior to joining the organization, you will be invited to be our guest at one of the luncheon meetings and you will receive four issues of The Chalkboard, our local newsletter. The dues are minimal and can be deducted from your pension check annually. If you have any questions, call Sherry Lewis, Local Membership Chairperson at 410-398-1337.

Please complete the information below and return to the Benefits Office.

Please Print

Name _________________________________________
Address:_______________________________________________

_____YES, I AM interested in finding out more about joining the CCRSPA ---
_____NO, I am NOT interested in receiving more information on the CCRSPA
Dear Retirees from Frederick County Public Schools,

On behalf of the Frederick County Retired School Personnel Association (FCRSPA), I congratulate you on your retirement from the Frederick County Public School system. We are inviting you to join the Maryland Retired School Personnel Association (MRSPA) and FCRSPA.

Enclosed is a membership brochure which includes an application for both the local and state associations. We are a unified organization, which means you will have membership in both associations!

Our local association meets five times a year. We send newsletters five times a year and

- Provide several scholarships each year
- Collect school supplies for needy students
- Give funds for the entry garden to the Earth and Space Lab
- Participate in the Bridges to Success Program
- Provide volunteers at The Great Frederick Fair
- Field a representative on the Frederick County Public Schools (FCPS) insurance committee to protect the interests of retirees

Our state association meets annually with the general membership, sends newsletters relevant to state issues and

- Gives several scholarships each year
- Each year there are several trips planned to many wonderful locations
- Provides buying programs for cars and computers
- Offers ABENITY, a program that provides many discounts
- Sponsors a lobbyist in Annapolis who gives us an ongoing presence to monitor issues pertaining to our retirees

You may choose to have your dues deducted from your retirement check or be a cash member who pays each year by check. Membership is $45.00 per year: $35.00 to state and $10.00 to local. So, fill out the membership form, and send it to the address given at the top of the form along with your chosen method of dues payment. MRSPA will send your information and $10 dues to FCRSPA.

You will get a newsletter telling you about our activities, luncheons and other opportunities. We encourage you to provide an email address so that you can get the newsletter online!

Call or email me if you have questions.

We look forward to having you join us!

Ann F. Miller
President
Frederick County Retired School Personnel Association
afm46@earthlink.net
301 898 9033
Dear Karen,

Welcome to the Maryland (MRSPA) and Frederick County Retired School Personnel Associations (FCRSPA)! So glad you have joined us. And thanks for your patience in working through the glitch with the new website!

As Membership Chair of FCRSPA, I check with our new members to let you know when to expect your newsletters, to give you an idea of what we are about on the local level and to answer any questions you may have.

Your FCRSPA newsletter will come by email towards the middle of September from Bob and Lois Humphrey, bobandloishumphrey@verizon.net. I am attaching the most recent one of June 10.

If, by chance, you do not receive your FCRSPA newsletter, please make sure you have Bob & Lois in your address book so the email will not be rejected. If you do not find your newsletter, Bob and Lois advise checking your SPAM folder. We have found sometimes the newsletter goes there. Finally, the Subject Line of the email from the Humphreys will always have FCRSPA to help you recognize it. If you've done all these things and still don't have your newsletter, please let me or Bob and Lois know. We'll figure out what is going on.

The MRSPA newsletter will come to you via US mail unless you request that you receive it by email. The email version comes to you about a month before the one that comes via US mail. If you want to make the switch to email delivery, please contact MRSPA by email or phone: mrspa@mrspa.org or (toll free) 877-625-6782. The next MRSPA newsletter will come to you sometime in the fall. I am attaching the July MRSPA newsletter.

Also attached is FCRSPA's Achievements and Contributions which will give you an idea of what we do locally.

Shortly, you will receive a Certificate (voucher) for one free meal from Jan Cline, chair of our social committee. If not, please let us know. Our next event will be October 13. Brad Young, president of the Board of Education, will speak to us regarding health insurance. I suspect the event will be well attended. Registration forms will be available in the upcoming newsletter.

If you have any questions about membership or anything else, feel free to email me, middletownlady@gmail.com, or you can give me a call at 301-371-5729 ~ any time. Sally Smith, our president, is ready to do the same. She can be reached by email at simplysally@comcast.net. We also welcome your suggestions!

Looking forward to seeing you at one or more of our events in 2015!

Hope your summer has been a good one!

Judy

Judy I. Thompson, Membership Chair
Dear Fellow Retiree,

Congratulations on your retirement! We would like to invite you to become a member of the Harford County Retired School Personnel Association and the Maryland Retired School Personnel Association. There are many benefits and joys in belonging to both associations.

One of the most important features of belonging to HCRSPA and MRSPA is that it provides a means for retirees to unite and support legislative matters involving medical, financial and political issues that benefit retired Harford County school personnel.

Five newsletters are published throughout the year. These newsletters contain updates on legislative, educational and other issues pertinent to our membership.

We sponsor a scholarship fund for at least three high school seniors who are children or grandchildren of school personnel.

There are three luncheons a year, preceded by an informative business meeting and followed by an educational or entertaining presentation. There is also a period for social interaction, allowing members to greet friends and develop new friendships. The luncheons are scheduled for the first Thursday in the months of October, December, and May.

We hope that you will join us in this endeavor to stay informed and renew old friendships and begin new ones.

Please fill out and return the enclosed form. If you have questions, please feel free to contact us.

HCRSPA Membership Committee
______________ 443- _____________
______________ 410- _____________
You are encouraged to join our ranks through dues deduction. By authorizing dues deduction, you become a continuing member. Your state dues (Maryland Retired School Personnel Association) are $35 per year and the local association (Harford County Retired School Personnel Association) dues are $10 per year. We invite you to join both MRSPA and HCRSPA to enjoy the following activities and events.

**WHAT DO I GET FOR MY DUES?**

**MRSPA:**
- The ONLY organization exclusively representing ALL retired Maryland public school employees
- Representative serving on the Maryland Retirement/Pension System Board of Trustees
- Newsletter to keep you informed about your retirement benefits and concerns
- Registered lobbyist to represent your issues in the Maryland Legislature
- ABENITY PROGRAM offers significant discount savings on a variety of goods and services
- National Affiliate: NRTA: AARP’S Educator Community
- Website: www.mrspa.org Phone: 410-551-1517 Toll-free number: 877-625-6782
- Member benefits offered at discounted rates including long term care insurance, financial planning, legal services, dental, hearing, and vision plans
- Collaboration with other organizations including MRP Maryland, United Seniors of Maryland (USM) and the Maryland State Education Association (MSEA)
- Sponsor of an Annual Meeting, Legislative Workshop, Leadership Training, Convention, and other seminars and workshops
- Travel Program offering opportunities for group travel with other Association members and friends

**HCRSPA:**
The Harford County Retired School Personnel Association is a nonprofit organization of well over 600 retired school employees. HCRSPA represents all employees - custodians, secretaries, teachers, and administrators. Our purposes are:
- Working for the improvement of the general welfare of retired school personnel.
- Promoting good fellowship among members.
- Keeping members informed of the activities of the Association and news in general pertaining to the profession and to retirement.
- Initiating and supporting appropriate legislation for the benefit of retired school personnel.
- Collaborating with MRSPA and the NRTA (a division of AARP) in their efforts to be of service to retired school personnel.
- Promoting and offering educational programs that benefit all citizens, especially the retired
- Offering scholarships to graduating seniors of current or retired employees of HCPS
- Group Travel opportunities -Chair: 
- Website: http://www.hcrspa.org Webmaster
- Officers: 
  - President: 
  - Vice President: 
  - Secretary: 
  - Treasurer: 
  - Membership: &
HCRSPA Membership Marketing...

1. Request human resources supply a list of retirees and contact information at the end of June.

2. Send reminder flyers to each school in May to be posted on the office bulletin board and/or faculty room. The flyers would promote membership and benefits in joining HCRSPA. Perhaps flyers could also be supplied at the beginning of the school year to be place in teacher preschool packets. Be sure to include the website address.

3. Have posters made that promote the importance of membership in HCRSPA. Posters could be displayed in the faculty room of each school.

4. Elicit the help of HCEA - seek an endorsement for membership in HCRSPA; to provide names/addresses.

5. Elicit the help of HARCO - seek an endorsement for membership in HCRSPA; to provide names/addresses.

6. Initiate a program that will allow people intending to retire within one year to join HCRSPA with a "special membership" (perhaps at a reduced rate of $5) for the purpose of learning more about it and its importance in protecting benefits, etc.

7. Establish a "contact person" in each school that could provide information about HRCSPA.

8. Research ways in which the HCRSPA website would appear first or second in GOOGLE with just the keywords of "Harford County retirement" or "Maryland retirement". I couldn't get it to come up unless of I typed Harford County Retired School Personnel Association.

9. Create promo videos to be televised on Cable.

10. Become a part of very public forums such as parades, craft shows, festivals, etc.

11. Consider "renting" a Bel Air and/or Route 40 eye-catching billboard for the month of May.

12. Prepare a PowerPoint and present at faculty meetings.

13. Set up a booth at the Senior Expo.

14. Request permission to post flyers at 55+ communities.

15. Prepare a display at the mall for senior mall walkers.

16. Create a brochure.

17. Introduce a contest at one of the Bayou luncheons to recruit members.

18. Place a community service (free) ad in The Aegis.

19. Post flyers a restaurants that cater to seniors .... Bob Evans, Cactus Willies, Friendly's.

20. Place an ad in Harford Schools (or article).

21. Have a representative at the pre-retirement meetings.

22. Mail issues of the newsletter to schools to be placed in faculty rooms.
Dear Recent Retiree,

Congratulations on your recent retirement from Washington County Public Schools! You are now eligible to join your former colleagues in the Washington County Retired Educational Personnel Association.

As a member you will be able to take advantage of the following:

- The "Report Card" newsletter providing you with current information and a Directory of all members
- WCREPA's local website www.wcrepa.net-a comprehensive resource of current and historical information about the association
- Three luncheons occurring in May, October, and December, a dinner in March prepared by students in the culinary arts program at Tech High, and a summer picnic in August
- Travel opportunities with your colleagues throughout the year
- A 500 card dub which meets the first Thursday of each month
- Workshops related to retirees' interests
- Updates on legislative issues pertaining to the maintenance of retiree benefits and our efforts to protect healthcare costs
- Recognition of the recipients of our annual scholarships awarded to public high school seniors who plan to become teachers
- Opportunities to participate in outreach to the community through donations to local non-profits
- Benefits offered by MRSPA (Maryland Retired School Personnel Association) such as:
  - Discounted computer purchases - Dell
  - Car rental discounts Budget and Advantage
  - Financial planning
  - Long term care insurance discounts
  - A car buying advisory service
  - Hearing plans offering free hearing screenings for members and immediate families with subsequent discounted prices if hearing devices are needed
  - Costco Wholesale Club discounted membership
  - Medical Air Services Association membership – includes emergency air transportation and emergency ground transportation
  - United Legal Benefits Group membership - legal services at a Significantly reduced cost with a local law firm
  - Access to Abenity which provides discounts on a wide range of goods and services

The cost to join both WCREPA and MRSPA is just $43.00 once a year. The preferred method of payment is by dues deduction from your retirement/pension check. An alternate form of payment is by personal check. Joanne Hilton "chairs" the Membership Committee. If you have any questions, you may call __________ at 301-. Please complete the enclosed form and send it to MRSPA to join.

Join us now! YOU and your ideas are important to us!

Sincerely,

____________________     _____________________
Co-President       Co-President
301.___________    301_____________
September 22, 2014

Dear Sherry,

Welcome to WCREPA and MRSPA. It is a pleasure to have you as a new member of the Washington County Retired Educational Personnel Association (WCREPA) and Maryland Retired School Personnel Association (MRSPA). We encourage you to become an active member. Our association has many events that give you the opportunity to become involved and to meet other members of WCREPA and MRSPA. You will receive more information in the future about the times and places.

Enclosed is a copy of our membership booklet for the year 2013-2014. Enjoy using it until our new membership booklet is printed in December.

We look forward to seeing you in the near future.

Sincerely,

________________
Membership Chair
August 2014

Dear Fellow Retiree:

Congratulations on your retirement! You have reached another milestone in life. May you have many retirement years, with each abounding in good health and happiness. As the Pre-Retirement Planning Chairperson for Wicomico Retired Education Personnel (WREP), I am eagerly inviting you to join and become a member of both the state and local organizations.

The local organization, which meets four times a year, affords you the opportunity to have lunch and fellowship with other retirees. Local issues are discussed; pertinent information is shared; short programs are featured; and door prizes are drawn at the end of each meeting.

Meetings scheduled for this school year are as follows:
- Tuesday, September 23, 2014
- Tuesday, November 18, 2014
- Tuesday, February 24, 2015
- Tuesday, April 21, 2014

The luncheons are held at the Salisbury Moose Lodge on the corner of Snow Hill Road and Beaglin Park Drive from noon until 3:00 p.m. The Parkside CTE provides us with a delightful lunch. Those cost of the meal is $10.00 per person. As new retirees, we will share the cost of the first lunch with you. The cost for the September meeting will be $5.00.

The only organization serving exclusively as an advocate for retired school personnel is the MarylandRetiredSchoolPersonnelAssociation(MRSPA). It is through this organization that our voices are heard in Annapolis. It is essential that our membership is strong in order that we might fight to counteract any issue that negatively impacts our organization and for any issue that positively impacts our organization. You will receive a quarterly newsletter from the State informing you of pertinent information for your benefit. (see enclosed brochure)

Dues are $45.00 annually, which include $35.00 State dues and $10.00 local dues. The money that goes to MRSPA supports their work: on our behalf. The money that stays with WREP is used for scholarships given each year and administrative costs. Our Membership Chairperson, ______________ (410___________) will gladly assist you. Dues may be paid by dues deduction which is taken once a year from your Retirement/Pension check. We ardently encourage the dues deduction method of payment because of the tremendous amount of time and money that it saves the organization. However, if this is not your payment choice, your check will be gladly accepted.

We strongly urge you to join both organizations, even if you are unable to attend our meetings (though we'd love to have you). By so doing, you will be helping to ensure the welfare of yourself and other retired personnel as well.

Again Congratulations! We will be holding the first luncheon of the year on September 23, 2014.

Please contact and/or send your check to:

____________________________
Salisbury, MD 21801
410- ______________

Sincerely yours,

Pre-Retirement Planning Chairperson