

Regional Representative Suggestions

- 1) Prior to going to the convention, Contact the Regional Chairman by phone and determine if there are any special areas in which you can help the Regional. Such things as:
 - Make a presentation
 - Do a workshop
 - Bring any special forms
 - Serve on a panel discussion
 - Work in any special area of the meeting
- 2) During the discussion with the Chairman, confirm that you are scheduled for:
 - Meet your NAWCC Representative meeting
 - Short talk at food function (breakfast, lunch or banquet)
 - A table near entrance to place a National Representative sign and a couple of chairs to talk to members who stop by.
 - Need to meet with regional committee
- 3) The short talk at the "Meet your Rep." or food function may include:
 - What is new and good going on at Headquarters or Board
 - Clear facts (no negative presentation) on membership and finance
 - Positive presentation and compliment Regional Committee and Volunteers
 - Single out any "local" members who have done something special.
- 4) Bring one or two signs with your picture and words asking members to stop and talk about any subject of interest - good or bad. (See sample attachment)
 - One sign can be placed near registration and the other on your mart table.
- 5) Circulate and Talk to Members.
 - Try to spend 50% of the mart hours walking around the mart room talking to members including table holders. A good opening is to ask:
 - "What do you like best and least at this Regional?"
 - "Is there anything you would like the Board to do for you or your chapter?". ,
 - "How should we solve membership and financial situations?"
 - "How can you help us make NAWCC better?"
 - Ask members how they feel about:
 - Dues, Museum, Library, Website
 - National Committees, Bulletin, and Mart.
 - Ask if they have any questions or do they need any information they have not been able to find.
 - Write down all questions whether you have answered them
 - or not and get name and email or address of member.
 - Within a week answer all questions and provide more details, if available, on questions that were answered. Do not just refer questions to someone else.
- 6) Wear the NAWCC Board identification badge and also bring and handout business cards with your name contact information.