

GROWTH PLAN

I. **Set your goals** - How many members would you like your chapter to have at the end of the year? Write that number here 974_____ (this should match your third trimester goal)

II. **Where are you starting from?**

1. Write down your May base. 971_____
2. Look at your chapter roster. Count up the number of members due each trimester and write those numbers below.

Due Tri 1 273 Due Tri 2 307 Due Tri 3 340_____

3. Now look at the names. Count up how many you know will renew.

Renew Tri 1 218 Renew Tri 2 246 Renew Tri 3 272_____

4. Total the Renew Trimester numbers. 736_____

III. **Look at the impact of renewals on your goal.**

1. Subtract the Renew Trimester total from your Goal. _____ 188
This is how many new members your chapter will need to meet your goal. You can lower this number if you renew (reactivate) more of your current members.
2. Estimate when you will get those new members. Spread them out over the 3 trimesters. (note: NMA=new member add)

NMAs Tri 1 56 NMAs Tri 2 246 NMAs Tri 3 69_____

IV. **Set some trimester goals** - Check your progress every trimester!

First Trimester	Second Trimester	Third Trimester
May Base <u>924</u>	Tri 1 Ending Base <u>922</u> __	Tri 2 Ending Base <u>923</u> _
Minus Due Tri 1 <u>273</u>	Minus Due Tri 2 <u>307</u>	Minus Due Tri 3 <u>340</u>
Plus Renew Tri 1 <u>218</u>	Plus Renew Tri 2 <u>246</u> __	Plus Renew Tri 3 <u>272</u>
Plus NMAs Tri 1 <u>56</u>	Plus NMAs Tri 2 <u>62</u>	Plus NMAs Tri 3 <u>69</u>
*****	*****	*****
Equals Tri 1 Goal <u>922</u>	Equals Tri 2 Goal <u>923</u>	Equals Tri 3 Goal <u>924</u>