Pilots are dedicated to promoting brain safety and health throughout the world.

Inside:
4 Questions about sending your club president to Convention
<table>
<thead>
<tr>
<th>Section</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>President’s Letter</td>
<td>4</td>
</tr>
<tr>
<td>Four Questions About Sending Your Club President To Convention</td>
<td>5</td>
</tr>
<tr>
<td>Ideas For Retaining Members</td>
<td>6</td>
</tr>
<tr>
<td>How Can Pilot International Support You?</td>
<td>8-9</td>
</tr>
<tr>
<td>Donor Profile</td>
<td>10-11</td>
</tr>
<tr>
<td>Annual Convention &amp; Leadership Conference</td>
<td>12-13</td>
</tr>
<tr>
<td>Pilot Club News</td>
<td>14-17</td>
</tr>
<tr>
<td>Anchor Club News</td>
<td>18-19</td>
</tr>
<tr>
<td>Compass Club News</td>
<td>20-21</td>
</tr>
<tr>
<td>Leadership Coordinator Update</td>
<td>22</td>
</tr>
<tr>
<td>Project Coordinator Update</td>
<td>23</td>
</tr>
<tr>
<td>Fundraiser Coordinator Update</td>
<td>24</td>
</tr>
<tr>
<td>Membership Coordinator Update</td>
<td>25</td>
</tr>
<tr>
<td>New Members</td>
<td>26-27</td>
</tr>
</tbody>
</table>
about the cover

The 6th Annual Alabama District TBI Camp was held April 5-7, 2019 at Alabama’s Special Camp for Children and Adults (ASCCA). 40 Pilots and Anchors served 25 campers and their caregivers for the weekend. Campers took part in arts and crafts, canoeing, putt-putt golf, fishing, zip-lining, scrapbooking, and a talent show. The theme for the weekend was a Hawaiian Luau and included a dance on Saturday evening.

submitting to the pilot log

we love to hear from you! email or send by post your pilot, anchor, and compass club photos and news for possible inclusion in the pilot log and other various media applications.

email material to: contact@pilothq.org

or send by post to:

communications director

michelle bliss
the pilot log
102 preston court
macon, ga 31210

submission deadline for the summer 2019 edition of the pilot log is june 15, 2019.
Greetings Pilots, Anchors and Compass Members!

We are moving quickly to our last quarter of the year. We have had a Spring Membership Drive. District Conventions are taking place. We are preparing for our Pilot International Annual Convention and Leadership Conference that will be held in July. It’s quite a busy time.

At last year’s convention, I issued a “President’s Challenge” for growth in our clubs and districts. You have been stepping up to meet the challenge. We have seen new Anchor and Pilot clubs along with our first Compass Club. New members have been joining our organization. You still have time to increase your clubs by 15% and your districts by 1 club. Remember that I will recognize you at convention!

This issue of The Pilot Log will put the spotlight on our upcoming Pilot International Annual Convention and Leadership Conference. We are returning to the city of Chicago and the Sheraton Grand Chicago. The hotel is newly renovated. It is located in the downtown district along the Chicago Riverwalk and is near Millennium Park, Navy Pier, and the Magnificent Mile. Getting to the various parts of the convention area is made easier due to availability of both elevators and escalators. You can go to our Pilot website to register for convention and make your hotel reservations. Please consider volunteering to serve on a committee when you register.

If you are like me, you look forward to finding out about the additional outings that take place during convention. I don’t think you will be disappointed. I have personally taken the river boat cruise, not once but twice! You will love it. Tommy Gun’s Garage and “The Music Man” will offer you different kinds of theatre, but they will provide an enjoyable evening.

In addition to preparing for convention, work continues in other areas of our organization. Our newly established Expansion Committee is meeting. The Scholarship Committee will be evaluating the submitted applications. The International Committee continues to talk with those making inquiries from international locations. Our website continues to be evaluated and updated. MemberClicks is up and running. We are even able to use it for our convention registration!

I look forward to seeing your club and district activities on social media. Thank you for sharing your stories. Pilot International is all of us together serving. It’s good to see how we Do More. Care More. Be More.

In Pilot Friendship and Service,

Karen Cupit

2018-2019 Pilot International President
with Karen Cupit
2018-2019 Pilot International President

1. What was your first convention?

My first convention was in Toronto. I had joined Pilot in February of that year so everything was so new to me. My cousin was our club’s incoming president, and she asked if I would like to go with her. It was an amazing trip. We arrived in Toronto a little early so we could take part in the pre-convention tours. Niagara Falls was beautiful! Back then, the flag ceremony was on Wednesday night during opening ceremonies. This display was so impressive to this newbie. We heard from Jeanne Robertson that night as well. Talk about laughing until you cried! Of course, there was business to do and workshops to attend. The week ended with a beautiful installation banquet. The whole experience left me quite inspired and proud to be a member of Pilot International.

2. Why should clubs send their incoming presidents to a convention?

Let me first say that I love convention. Because of Pilot International (PI) convention, I have learned many things and met many people. I benefitted greatly because I attended a convention early in my Pilot membership.

Our convention gives us opportunities to learn as we attend workshops, hear speakers, and network with other Pilots. The ideas you get for your own club are big take-aways. You learn about projects and fundraisers that your club can consider. Someone may share successful Share Pilot ideas or how they implemented a new member orientation program. Presidents also receive additional training to help them as they serve their club.

3. How do clubs manage the cost of sending someone each year?

It is important to include convention costs in your club’s budget. Doing so lets the members know that attending the PI convention is a priority for the club. You can then plan on how to allocate your undesignated funds to pay for these costs. Convention costs vary from year to year, many times because of location, so it is best to get a good estimate of the costs for the budget.

4. What can Pilots expect this year in Chicago?

I think Pilots will enjoy attending convention and visiting Chicago. It is a beautiful city. We will have a few Pilot International Founders Fund (PIFF) fundraisers that take advantage of attractions such as Tommy Gun’s Garage, The Chicago Architecture Foundation Center’s River Cruise, and “The Music Man” at Goodman Theater.

Our convention schedule will contain things we have come to expect – speakers, workshops, and our business session. I think everyone will enjoy the speakers we have lined up. I know I am looking forward to hearing from them. Pilots and Anchors will come together for our Awards Breakfast. Yes, we will have a project, too!
Ideas for Retaining Members

Pilot International’s over-arching strategic imperative is community service and impact. Through membership growth, we increase community service and impact. Through membership growth, we drive down overhead costs and drive more funding to our community services.

- Talk to them and include them.
- Check on members and keep up with what is going on with them.
- Give members who no longer drive or have difficulty driving at night a ride. They probably want to be active, but circumstances prevent it.
- Be a mentor and answer their questions.
- Find out what a member needs to feel a part of the club.
- Be a good example! Be on time, be courteous, just be a good mentor.
- Add variety to your club’s regular routine. It keeps members excited and involved.
- Say thank you. Appreciation is regularly mentioned as something everyone wants and needs.
- Value their time and don’t waste it.
- Be punctual.
- Don’t just ask for their input – incorporate it into your plans of work.
- Recognize Pilots for attendance at meetings and participation in projects.
- Spotlight members in club newsletters.
- Allow members to use their talents and skills. They may specialize in areas that your club needs. Let them work their magic for Pilot!
- Encourage member involvement. Don’t make them sit on the sidelines! Engage them!
- Create value in the Pilot experience. Provide them with valuable resources and experiences.
- People join for a variety of reasons. Tap into that reason!
- Give appreciation.
- Don’t always praise the same members for their contributions. Spread the love around!
- Keep things fresh! Brainstorm on new ideas for projects and fundraisers.
- Change the leadership on some projects and fundraisers so that new people are involved.
- Have fun social events for the club. Include the spouses. All work and no play results in member dropout. Social events allow us to bond.
- Let members know that we need them. They are important to the club’s success.
- Seek sponsorship for dues to assist non-working Pilots or Pilots on a fixed income. These could be from businesses or individuals. They could be in the form of a gift or honorarium.
- Approach employers of Pilots to see if they have a policy to pay dues for employees who are members of volunteer service organizations.
- Mentoring programs are important.

(These tips were provided by our 2018-19 Executive Committee members).
About the Spring Membership Drive Campaign

Pilot International extends a heartfelt thanks to all clubs for their efforts in making the 2019 Spring Membership Drive so successful. The Spring campaign was short (half the time of last Fall’s campaign) and we welcomed 57 new Pilots to our clubs! Four of those members are former Pilots!

Campaign Winners

- The Peachtree Pilot Club of Atlanta experienced a 40% growth in membership!
- The Pilot Club of Lincolnton, North Carolina, experienced a 25% growth in membership!

An honorable mention to the Pilot Clubs of Bay City and Naples for each adding three new members! We are glad you are here!

Welcome New Members!

Pictured Above: Pilot Club of Naples.  
Pictured Above: Peachtree Pilot Club of Atlanta.
How can Pilot International support you?

Pilot International is committed to enhancing your affiliation with our amazing organization by providing you and your club with tools that help make a difference in our world through friendship and service. Here are some of the ways you can take advantage of what PI offers:

<table>
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<th>Challenge</th>
<th>PI Resources</th>
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</thead>
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| Our club needs more members. | • Take advantage of our bi-annual Membership Drive incentives – and send your ideas for future ones to Pilot Headquarters (PI).  
| Our club wants to connect with prospective members. | PI regularly gets inquiries via its website. These leads are reviewed by our Membership Specialist, who forwards them to the president of the Pilot Club in closest proximity to the inquirer. Of course, this is in addition to all that our clubs do locally to attract prospective members! |
| I want to share our successful project with all PI members. | We do too! Please describe your project and its impact, with photos, by sending to the Communications Director at headquarters or to contact@pilothq.org. We may use them in a future Pilot Log or share them on a social media outlet! |
| I’m moving and want to find a new club to join. | The homepage of our website has a map indicating locations of our clubs. You may also call PI headquarters at (478) 477-1208 and ask our Membership Specialist about club locations. |
|               | Remember – you may remain a Pilot International member even if there is no club near you, with continued payment of PI dues. You remain connected to our organization in every way, except you will not belong to a club. As a PI member, you may also be a member of a District upon payment of District dues. |
I want to apply for a grant.

PI is proud of its Founders Fund, established to support the community-based work of Pilot Clubs by helping to underwrite their service projects. Please browse our grant opportunities on our website and find one right for you and your club!

https://www.pilotinternational.org/grants-and-scholarships/

My club sponsors an Anchor Club, and we want them to know about our academic scholarships.

I'm looking for materials about PI to take to a local event.

I want people in my community to know more about our club and what we do.

I am considering taking on a leadership role in my club and would like to learn how I can be more effective if I do.

I want to share BrainMinders™ in our community, but I have never given a public presentation.

We hope you will share our scholarship opportunities with as many high schools in your community as you can! The listing of our scholarships can be found at:

https://www.pilotinternational.org/grants-and-scholarships/

You will find links to our brochures on our website:

https://www.pilotinternational.org/brochures-pilot-anchor-compass/

We hope you will like, share, and invite all your ‘friends’ to also follow PI’s social media platforms – Facebook, Twitter, Instagram, YouTube, LinkedIn. The more followers we have, the more others will learn about our amazing movement that started in 1921! Also, some of the presentations on our ‘Training’ page of our website offer club marketing ideas:

https://www.pilotinternational.org/training-2019/

We encourage you to accept an invitation to take on a leadership role. That’s one of the great benefits of belong to Pilot International! You will find some helpful training presentations at the address below:

https://www.pilotinternational.org/training-2019/

Thank you for wanting to help prevent brain injuries and preserve brain health! Our BrainMinders™ curriculum is the perfect way to get started on perfecting your presentation confidence and skills, because it’s scripted and offers step-by step-guidelines. Others in your Pilot Club are sure to join you. Please visit our BrainMinders™ website page: https://www.pilotinternational.org/brainminders/
Why did you charter/join your club? And how long have you been a member?

A co-worker at UNC Greensboro spent 3 years talking to me about the Pilot Club of Greensboro. She was truly persistent, but always had something new to share with me. I was finally able to go to a meeting in April 2003. They were sure to share information on their projects and fundraisers. By the end of the meeting I was hooked and ready to join.

What is your favorite part of being a member of your club?

Knowing that we’re making a difference for so many people in the local area. It’s touching to be able to be a true life connection for a family that wants to keep their loved one safe. Another great benefit is that I met my husband, Bill, at one of our fundraisers that first year. We’re celebrating 15 years this April.

What is your favorite club project and what makes it so wonderful to be a part of?

I love participating in the BrainMinders™ presentations. Having the chance to play a part in a child’s awareness of something as simple as what wearing a helmet does for you is tremendous.

Why is it important for you to attend the PI Convention – what is your best take away from being with all the other Pilots/clubs?

PI Convention really brings it all home. It’s wonderful to meet Pilots from across the world and see how our clubs and districts all fit into the international organization. It provides great training for our club and district officers and allows them the opportunity to brainstorm with each other.

“I love participating in BrainMinders™ presentations.” - Shannon Clegg
SHANNON CLEGG SPOTLIGHT, PI PRESIDENT 2015-16

How does your District support your club?

They are a great resource for us. Because they are out and about with all the clubs in the District, they share best practices as they’re happening.

How does your community benefit from Pilot?

The Pilot Club of Greensboro has been active for over 80 years. There are programs that were implemented years ago that are still active. Today, our county is covered by Project Lifesaver and the Guilford County Sheriff’s Office because of grant funding that our club secured. We are an active part of the program and assure that our clients are looked after and up to date with their transmitters.

What new initiative could Pilot support that would further your club’s district goals?

We have to continue our focus with Compass clubs and find that connection to younger adults. They’re looking for service that is meaningful and sustainable.

What would you like other Pilots/clubs/districts to know about your club, its challenges or successes?

While we may be ‘small’ in numbers at the moment, we are still ‘mighty’ in our commitment to our community. We struggle like other organizations in being relevant, but we are taking an introspective look at ourselves to see what we can do to attract new members.

Lastly, why do you feel it is important to give to Pilot?

I’ve always loved this quote by Mahatma Ghandi “Be the change you want to see in the world.” One way I can do that is by donating through Pilot International. I believe in the work that our organization does and believe that we can accomplish much through that.

“Be the change you want to see in the world.” - Mahatma Ghandi

PILOTLOG SPRING 2019 | 11
Important Dates

- Register for convention by May 24.
- Book your room by June 10 for our Pilot International rate.
- Purchase additional banquet tickets by May 24.
- Expo area vendors must register by May 3.
- Purchase program ads by May 3.

Speakers

At Pilot International’s Annual Convention you’ll have the opportunity to hear from inspiring speakers who care about serving communities around the world through friendship and service as much as you do. Each year we select keynote speakers who bring a range of perspectives to the mic and 2019 is no exception.

Monica Vest Wheeler
Thursday’s Keynote

Vicki Clark
Friday’s Keynote

Eileen Swanberg
Saturday’s Keynote

Workshops

Below are some fun, exciting and most importantly informative workshop topics for you to look forward to!

- Technology with the Anchors
- Budget Forum
- PIFF Representative Training
- Grants & Scholarships Update
- MemberClicks
- Membership/Expansion Workshops
- Fundraising
- Leadership
- Convention Planning

Annual Convention Schedule

At a Glance

Tuesday, July 2
Council of Leaders

Wednesday, July 3
Council of Leaders
Registration opens
Expo area opens
Workshops for First-Timers
and PIFF reps (TBA)

Thursday, July 4
General Session
Election

Friday, July 5
Service Project
General Session
District Meetings
Workshops

Saturday, July 6
Memorial Service
Awards Breakfast
Workshops
Installation Banquet

Registrations Ends
May 24, 2019
Convention Off-Site Events

This year, we are excited to offer three off-site opportunities. A portion of the funds raised will directly support PIFF. Each function has limited space and will be sold on a first come first serve basis.

The Chicago Architecture Foundation Center River Cruise

5:30 PM Sailing

Learn how Chicago grew from a small settlement into one of the world’s largest cities in less than 100 years. Boarding begins 15 minutes prior to departure.

A full-service cash bar is available on-board. Transportation is not provided, but the dock is walk-able from the hotel.

“Seventy-six trombones. One joyous musical masterpiece.”

Mary Zimmerman (The Jungle Book, Wonderful Town) brings her magic touch to “one of the sunniest musicals ever” (The New York Times), including memorable favorites “Goodnight My Someone,” “Seventy-Six Trombones,” “Gary, Indiana” and “Till There Was You.”

Tommy Gun’s Garage is an audience interactive speakeasy that offers a musical comedy review with DA Gangsters, DA Flappers and YOU!
Tennessee
PC of Athens

Bridget Johnson Willhite was awarded the honor of 2018 Business Professional Woman of the Year and was presented the award by Bridget Arnett of the Pilot Club of Athens during the Athens Area Chamber Annual Meeting and Awards Banquet. The Pilot Club of Athens has sponsored the Business Professional Woman of the Year Award since 1950.

Willhite is a native Athenian who has served on the boards for the McMinn Economic Development Authority, United Way of McMinn and Meigs Counties, McMinn County Education Foundation and Tri-County Center.

She has also been involved with the McMinn Living Heritage Museum, Athens-McMinn Family YMCA and Athens Area Council for the Arts.

Willhite earned a law degree from Cincinnati and has had a legal practice here for more than 12 years.

“T’m shocked,” she said upon receiving the award. “I’m so honored and so appreciative. It’s always been my dream to be back in my hometown practicing law.”

Georgia
PC of Eatonton

The Pilot Club of Eatonton was honored with Proclamations from The Mayor, City Council and The Putnam County Board of Commissioners. The Pilot Club, chartered in 1978, was honored for their tremendous service to their community. Accepting on behalf of the Pilot Club are charter members Caroline Pierce and Leonell Alligood.

Alabama
Luncheon Pilot Club of Enterprise (LPCE)

The Luncheon Pilot Club of Enterprise volunteered at the Special Olympics Track and Field Day held at Enterprise High School to serve lunch to the athletes and their coaches. The meals were provided by Chick-fil-A.

Pictured Left, L to R: Fran Walters, Bonnie Gilmore, LPCE President Linda Leib and Phyllis Voth.
South Carolina
PC of Greenwood

The Pilot Club of Greenwood presented a Pick-Me-Up to the Myers family whose son has been struggling with severe aplastic anemia. The disease is caused by a deficiency of all types of blood cells caused by bone marrow failure. He was diagnosed in April, 2018, and has undergone hospitalization, immunosuppressive therapy, blood transfusions, and platelet transfusions. He was home-schooled for months. As his condition slowly improved, he finally was able to attend school in January, 2019. He still receives treatment and fights his condition. He is closely monitored. The only cure for aplastic anemia is a bone marrow transplant.

Anyone interested in becoming a donor can join the registry@bethematch.org. The Myers family is grateful for all the love, support, and financial gifts but especially for prayers offered in their behalf.

Georgia
Peachtree PC of Atlanta

The Peachtree Pilot Club of Atlanta, Inc. gained four new members during the Membership Drive from Feb 1 to March 15 of this year, expanding their club from 10 to 14 members. That is a whopping 40% increase, and certainly honors President Karen’s request of fifteen percent club growth for the year.

The Club, chartered in October 1953, has produced several Georgia District leaders and was the winner of this years’ Georgia District Pilot International Nancy Henrick Friendship and Service Award, averaging just over 274 volunteer service hours for each of their 10 members during the awards period.

The Peachtree Pilot Club of Atlanta, Inc. is heavily involved in two very large service projects offered for the District Pilot Clubs participation. Georgia Artists with Disabilities, (GWAD) founded in 1985 by the Metropolitan Atlanta Pilot Clubs, gives disabled artists throughout Georgia the opportunity to display and sell their original art, and to compete for awards and the opportunity to have their artwork displayed in a statewide tour and exhibit. GWAD was founded and organized by two of the club members, Marcelle Watkins and the late Gwen Collier. The Club also makes a financial donation to the GWAD each year which helps defray the costs of taking the art on tour. The Club currently has 5 members who serve on the Board of Directors for the non-profit. Stand Up for Stand Down, founded in 2012 by the Club, provides hygiene bags to more than 2000 homeless veterans and organizations servicing the homeless in north and central Georgia, each year. They coordinate the collection, sorting and distribution of approx. 5.5 tons of donations between July 4th and Labor Day each year. The 2017-2018 Pilot Executive Committee participated in this project in August 2017, while meeting at Pilot International headquarters in Macon, Georgia.

The Peachtree Pilot Club of Atlanta meets for a business meeting 4 times a year, and participates in club and community service projects during the other months. The Club currently has (2) e-members, who often participate in the weekend projects. The Club has found that e-Membership is a great way to reach out to potential new members who may have family or work obligations during the week, but through the advancement of technologies, allows the e-members to participate in meetings via phone or Skype.

Pictured Above: Pilot Club of Greenwood presented a Pick-Me-Up for the Meyers family whose son has been struggling with severe aplastic anemia. There are on-going treatments, but the only cure is a bone marrow transplant. Left to right: Pilot Tracey Ouzts, Pilot Ann Hare, Pilot Jenny Rothrock, Cynthia Myers, Christian Myers, Pilot Lina Blizzard, Chris Myers.

The Peachtree Pilot Club of Atlanta recently attended the Georgia District Convention Installation banquet held on April 6, 2019. They also attended the Emory Brain Injury Support Group dinner meeting where their club prepared the meal for the group’s clients. They feed about 25 people.

Pictured Above, L to R: Angela Gillis, JoAnn Akers, Carla Tatum, Robin Williams, Genia Mitchell (Club President), Glynice Hayes, Margaret Williams-Blanding and Chanta Whitlow. New members in this photo are JoAnn Akers and Carla Tatum.
Alabama
PC of Cullman

The Pilot Club of Cullman held its 17th Annual Cookout at the Cullman County Center for the Developmentally Disabled March 15th celebrating St. Patrick’s Day. During the event, 100 clients were served hotdogs, chips, cupcakes and drinks.


Texas
PC of Lake Houston

The Pilot Club of Lake Houston chartered in October 2018. Since chartering, they volunteered time at the Gathering, an organization for Alzheimer’s guests to socialize. In December, they dropped off some sweets and Christmas ornaments to some very special caregivers at the Assisted Living Southwest Care.

Pictured Above: Danny is stands next to the police officer surrounded by members of the Pilot Club of Lucaya.

Pilot Club of Lucaya Pick Me Up recipient for the month of MARCH is Danny.

Danny and Jerry are two mentally challenged brothers whose mother left them at a very young age. They were cared for by their grandmother, who passed away two years ago leaving them to fend for themselves.

Danny’s disabilities are not as severe as Jerry’s. Danny is the caregiver for his brother Jerry. He supports both of them by working little odd jobs. He is able to find them assistance from Social Services who suggested that we present Danny with food and cleaning supplies. In speaking to a Pastor from the community, he said that the love Danny has for his brother is displayed daily as Danny does an excellent job taking care of him.
Georgia
PC of Adel

Congratulations to the Pilot Club of Adel for being selected as the Chamber’s STAR Member of the Week for the week of April 8th. Locally, the Pilot Club of Adel is well known for their annual “Salad Luncheon” held in August of each year as a fundraiser for the club. In addition, local projects include BrainMinders™ at the elementary and primary schools, caregiver recognition, providing horse therapy at Jacob’s Ladder for middle school special needs students, Toys for Cook Kids, and hosting a safety supper for first responders. The club meets on the first and third Thursday of each month at the Dell Beamguard Center at noon.

North Carolina
PC of Lincolnton

The Pilot Club of Lincolnton met Monday, March 18. President Kim Bost initiated their newest member, Stephanie Studdard, and presented her with a Pilot pin, tote bag, and yearbook.

Pictured Right, L to R: Pilots Barbara Dudley, Stephanie Studdard, and Carolyn Jones.

Texas
PC of Baytown

Annual Walk to End Alzheimer’s Disease is organized by the Pilot Club of Baytown, and supported by Evening Pilot Club of Baytown, West Chambers County Pilot Club, San Jacinto Pilot Club, Sponsors, local vendors, and hundreds of community members. The Walk is held in October at Bayland Park, off Highway 146 near the Fred Hartman Bridge, and has raised over $659,000 in funds since 1998 inception toward the cure for Alzheimer’s disease.
Anchor Clubs have been very busy with their wonderful community service. For example, the Anchor Club of Winston County, Mississippi packed “Little Bags of Sunshine” for the Special Education Teachers and staff in their county. In keeping with the Sunshine theme, all items in the bags were a shade of yellow-smiley stress balls, post-it notes, highlighters, goldfish, chap stick, and a variety of candies. They hand delivered these to all SIX schools in the county!
Anchor Leadership Summit is getting closer!
Registration information and forms are on the Anchor website (http://www.anchorclubintl.org/summit). We hope to see many Anchors in Chicago as there are some exciting, fun, and informative things planned!

Anchor District Conventions have gone well! If you have photos, please be sure to send them to susan@pilothq.org and share on the Anchor Facebook page.

We are so pleased that we will have a Compass member at Convention! This will be a wonderful opportunity not only for her, but for our Anchors. They will be able to hear how Compass makes a difference in the lives of the club’s members and about how Compass works. We will have a session to ask questions and gain valuable knowledge on how to continue Pilot service after graduating from high school.

IN THE SPOTLIGHT
2018 Japan Anchor Summer Camp
2018 Anchor Club Summer Camp was held August 26-28 in Suita Nature Experience Exchange Center in Osaka with 20 participants from Kagoshima Anchor Club, IBU Osaka Anchor Club, and Tekasaki Anchor Club. The camp was a valuable opportunity to share ideas and create bonds with other Anchor clubs.
Do you as a Pilot or Pilot Club find yourself wondering where you are supposed to find prospective Compass Members? This seems to be a common problem for most members and clubs. I believe many of us are excited with the idea of chartering a Compass Club and "bridging that gap" between Anchors and Pilots, but we just can’t seem to make it happen.

Do you realize what time of the year is just around the corner ---- GRADUATION!!!
There is no better time or place to look for prospective Compass Members than at the local high schools.

If you currently sponsor an Anchor Club, then you need to schedule a meeting with the graduating seniors and give them information on Compass to see if they are interested in helping to Charter a Club – how exciting would that be for them! If you do not sponsor an Anchor Club at this time, then ask to meet with the counselors at the local high schools to make information available to the seniors. Consider hosting an informal meet and greet event at the school or another location to share with anyone interested what Compass is about and how they could be part of something more.

This Compass age group are all about just getting the job done. They are not going to be interested in long meetings with a lot of talking, so keep this in mind when setting up an event to talk with them.

Offer some food and information on how they can make a difference in the community and help those in need with hands on projects – it’s all about what they will get out of it and getting it done quickly, AND it needs to be exciting!!

Make sure to check out the Pilot Website (https://pilotinternational.org) and click on the new link for Compass to view the material and information. We are working to get more advertising information out there and would love to hear what pieces you would like to see created. Please send your ideas to Susan Woodard (susan@pilothq.org) at Pilot Headquarters.

Are you ready to go and speak with the graduating seniors at your local high school??

If we don’t tell them about the opportunity Compass provides, then they will never know!!

Missy Ridgway
2018-2019 Compass Coordinator
Email: mhridgway@gmail.com
The Compass Club members created Pick-me-Ups for the Care workers at Savannah Terrace Assisted Living Facility in Andalusia, Alabama.

Sponsoring a Compass Club is easy, just follow these steps to get started:

1. Find and connect with 18-28 year olds in your community.
2. Talk to them about Compass and establish interest.
3. Encourage your connection to find other people who may be interested.
4. Attend and facilitate the initial interest meeting.
5. Determine the viability of chartering a club.

Compass Club members joined Anchor Club and Pilot Club of Andalusia members to package bags of food for the Full Tummy Project in Covington County, Alabama. Full Tummy sends bags of food to be used for the elementary students identified by their teachers that are unlikely to have food over the weekend. The teachers place the bag of food in the students backpacks while the classroom students are out of the room. This ensures only the teacher knows the students in need to prevent any sort of embarrassment to the student.

Compass Club of Covington members also prepared special Valentines Day gift boxes for a boy and his caregiver grandmother. The young boy has been in a children’s hospital in Birmingham, Alabama for more than a year waiting for a transplant.

Picture Above: The Compass Club members created Pick-me-Ups for the Care workers at Savannah Terrace Assisted Living Facility in Andalusia, Alabama.
With the coming of Spring, also come the nominations of Club, District and International officers for our organization. Have you ever served in a leadership role or officer capacity within our organization? If you have, what is stopping you from considering a different role this year? If you haven’t, there’s no better time than now to consider “Being the More” for your Club, District and/or Pilot International this next year.

If you’ve never considered a leadership role within your Club, District and/or at the International level, ask yourself why not? Everyone has to start somewhere! Consider accepting a Club Coordinator or Director role and then step into a Club President-Elect or Vice President position later. If you’re not ready to leap into a District Governor-Elect position, what about accepting an Appointee or Coordinator role? Our Clubs and Districts are always looking for people to step up and lead us into the future of this great organization. We all work hard to make our Clubs, District and Pilot International successful; why not offer to help make a direct impact with continued efforts?

Vince Lombardi said, “Leaders are made, they are not born. They are made by hard effort, which is the price which all of us must pay to achieve any goal that is worthwhile.”

Every year we look to current and former leaders to help provide guidance and support to the incoming leadership teams. If you are on the fence about considering a position, make time to ask them any questions you may have about a role in the Club, District or at the International Level. We all must work together for Pilot International to continue to succeed and strive with great leaders at the helm.

Take time to enjoy the fantastic District Conventions in the coming months - celebrate all your successes and congratulate all incoming leaders and executive teams!

We truly appreciate your willingness to serve and hope to see you in Chicago in July!

*Mindy Morgan*
Leadership Coordinator
Listed below are a few project ideas for your club:

- Take care of cats and dogs at an animal shelter
- Clean up a local area park
- Grow some flowers in your backyard to take to sick and shut-in or persons in the hospital.
- Participate in the cleanup of a local beach or pond
- Foster animals that shelters don’t have space for
- Care for a neighbor’s pet while they are away
- Build and set up a bird house
- Organize a carpool
- Volunteer at a nature camp and teach kids about the environment
- Plant native flowers or plants along highways

Pilots should always be mindful of the many projects brought forward and include projects that Anchors can be a part of. If it is successful please share it with the other clubs in your area or email it to me your International Coordinator at ethel.laing@gmail.com to share Internationally.

Ethel Laing
International Coordinator
In my previous articles, I talked about ways to improve your club’s current fundraisers. Well, what if you’ve decided to start a new fundraiser? Here are a few key steps to help make your idea successful:

**Form a committee.** Even if it’s just two people, your new fundraiser can benefit from differing points of view. Maybe one person has the ideas, and the other can make things happen. If you have a “numbers” person involved, that can be helpful as well. Remember, though, that the entire club should be involved; the committee will guide the others in the right direction. But don’t forget to have one person in charge, to keep things focused.

**Set a budget.** There’s nothing worse than feeling good about raising a nice amount of money, only to discover that you spent nearly that same amount to stage the event. Include items such as food, venue rental, invitations, entertainment, printing; don’t forget to include a little extra for those “surprise” expenses. By setting a budget and sticking to it, you can ensure that your efforts are worth it.

**Choose a date.** When setting a date for your event, check local calendars for any possible conflicts. Don’t forget to check school calendars for breaks; lots of families go out of town then and you’ll be losing potential participants.

**Plan a program.** If you’re having a luncheon, are you going to have a guest speaker? Are you going to announce the winner at your chili cook-off? Are you conducting a fashion show? Most events have some sort of program, even if it’s only the president saying a few words to thank people for coming. Know what your program is going to be ahead of time and stick to it.

**Publicize your event.** Most times, word of mouth is not enough to make your event successful. Have your event added to community calendars. Take advantage of social media. (Did you know you can pay for ad space on Facebook?) And it’s not expensive at all.) Depending on your location, radio and television stations may be willing to provide some free publicity. Send a mailer out to participants in previous fundraisers.

**Solicit sponsorship.** Companies often have money set aside in their budgets to support community events. It’s usually as easy as writing a letter or filling out a simple application.

**Say “thank you”.** Nothing turns a donor off faster than not being thanked. Send out a letter to your supporters after the event. They’re more likely to remember you fondly when your next fundraiser comes around.

I hope these tips help you get your newest fundraiser up and running!
My Dearest Pilot Friends,

As we look forward to warmer weather and the soothing sounds of nature in the spring, we also focus our attention on Membership Month and Member Recruitment. I am excited about our current Membership Incentive Program and the success we have seen with our recruitment efforts. We have new members and new clubs – Pilot International is growing! Continue to “Do More” with your membership efforts!

We had a mini Membership Workshop at one of the clubs in our South Carolina District, my home. I was asked to speak at the monthly meeting of the Pilot Club of Bennettsville. As the date loomed closer, I was filled with questions… what do we talk about? How long should we talk? How can we gauge if everyone “gets it?” How do we know that the meeting was beneficial? Then, an “Aha!” moment - I remembered the main premise of the book Start with Why by Simon Sinek and I asked that very question… WHY? Why do we need new members? Why is recruitment and retention important? Why is this crucial to our survival as a service organization? Time to think…

To frame our conversation, we used the Membership Lifecycle developed by Marketing General Incorporated. The Membership Lifecycle has five components that are integral to growing an organization. Let’s look at each one and its impact on Pilot International.

**Awareness** – Are our communities aware of what Pilot does locally? Are we partnering with local agencies to bring awareness to our signature projects and our focus? We must make people more aware of our causes and how we influence the lives we touch. Wear Pilot paraphernalia, speak at events that embody our ideals, be visible to improve awareness. Awareness leads to interest.

**Recruitment** – Are we using innovative ways to attract members? Are we involving prospective members in our fundraisers, projects, and Pick Me Up™ endeavors? Are we recruiting across genders and generations? Is our recruitment ONGOING?

Conduct a needs assessment of your area and develop your recruitment strategies around the needs of your community and the needs of the club. Show prospective members how they will benefit from their membership and how their membership will improve their local community. Make your recruitment personal – one-on-one interactions are the best connections we can make.

Awareness and Recruitment are components of the Member Acquisition part of the Lifecycle. Engagement, Renewal, and Reinstatement are the parts that focus on Member Retention.

We place so much emphasis on GETTING members that we sometimes fail to think about ways to RETAIN or RECLAIM those same members.

**Engagement** – Do our members FEEL that they belong to the club? Does each Pilot feel that they have a voice in the club? Do we sponsor events outside of our regular meetings to have “bonding time” with our club members? Are we using each Pilot to his/her fullest potential? When people feel disconnected, they lose interest… then we lose Pilots. We must monitor our clubs and our membership. When life happens, the Pilot Club needs to be a consistent source and a place the member feels comfortable… it should be home.

**Renewal** – Why do we keep coming back? What are we doing that is so engaging that Pilots continue their membership year after year? It was encouraging to be presenting to Pilots who have been involved for 30, 50, or more years. We need to understand what keeps this level of interest, harness it, and make it a crucial part of our club culture. Survey your membership and find out the “why” for their return each year.

**Reinstatement** – We all have Pilots who are no longer active with the club... but they are still in our local communities. Why? What reasons caused them to leave? Now, flip that and create a series of reasons why the should return to active status. Find ways to rekindle their desire to be involved. Review the membership status requirements in our Bylaws and help find ways to meet the requirements to keep these Pilots involved. Remember, awareness and recruitment were guiding forces in their decision to join Pilot – let’s welcome them back home by rekindling those feelings.

Looking at my questions I had before the presentation, it wasn’t as terrifying as I attempted to make it. Once we introduced the topic and developed our “why,” we knew exactly what to discuss, the conversations were lively and upbeat [not too long], and everyone walked out with new information and a rekindled flame [myself included]. I plan to use feedback from this meeting to develop a presentation based upon the Membership Lifecycle and how it can help us grow as an organization.

In whatever you plan for your membership efforts, always remember – “surround yourself with people who make you hungry for life, touch your heart, and nourish your soul.”

True Course Ever.
NEW MEMBERS

ALABAMA
Tasha Franklin
Jackie Annette Moore
Peggy Terry-Talley
Vickie Garrett Chittam
Mirela Cristina Chittam
Roxanna Thais Bender

ARKANSAS-OKLAHOMA
Janet Guyer
Kristi Graham
Maryanne Meyerriecks
Aimee Louise Sawn
Pam Marrs

BAHAMAS
Gia Walker
Kaylisa Sands-Kemp
Theresa McPhee-Mitchell
Debbie Strachan
Jacqueline Laureen Rolle
Joann Eva Lewis
Laverne Pople
Melanie Albury
Teorah Ferguson
Victoria Demeritte

FLORIDA
Barbara Ann Maldia
Stephanie Smith
Jill Patrice Vezcaino
Nancy Fontenot Lawrence
Nell Carnley
Vicki Rundle
Claire C. Boland
Donna Kay Atkinson
Kristie L Teal

GEORGIA
Emily Schramm
Paula O. Raley
Peggy Parrish
Andalusia
Cullman
Decatur
Decatur
Luncheon Club of Morgan Co.
Tuscaloosa

GEORGIA CONTINUED
Donna K. Dukes
Carla Y. Herbert
Miranda French
Janis A. Logsdon
Sharon L Cole
Vikki Drawdy
Cecile H Mitchell
Victoria Daniel
Julienne Hannak
Carla Brown Tatum
Linda Spratling
Sandra L Austin
Irene Jackson
Gloria W. Hagan

JAPAN
Michi Akutsu
Sachiyo Fujita
Tomoko Ito
Shouko Machida
Rumiko Hatamoto
Emiko Okamoto
Kiyoki Kanamori
Miki Ishibai

KANSAS-MISSOURI
Barbara D. Watson
Donna Kimber
Nichole Jane Mader
Ann E Knackendoffel
Rebecca N. Claar
Rhonda A. Mullin
Tammy L. Lippoldt
Carole Hutchison
Kara A. Mckee-Rist
Maria C Trinder

KENTUCKY-OHIO-WEST VIRGINIA
Brenda Wright
Chris Cowgill
Jo Baker
Teorah Roe
Suzanne Patterson
Brunswick
Cochran
CSRA
CSRA
Eastman
Eatonton
Jones County
Manchester - Warm Springs
Monroe
Peachtree
Peachtree
Peachtree
Royston Franklin Springs
Statesboro

NEW MEMBERS
LOUISIANA
Elenor G. Royer
Ellen P Dixon
Laurel Jade Halphen
Lisa Nelson Williams
Pamela M Self
Sarah F Goins
Tiffany F. Koch
Lora Lee Burden
Sarah Henderson
Tammy Gail Williams

MICHIGAN-INDIANA
Jennifer D. Anderson

MIDWEST
Mary Lou Close
Tory M. Hunt

MISSISSIPPI
Judy Walker
Wendy W. Jellinek
Rebecca S. Potter
Sarah M. Cobb
Meredith S. Brown
Linda W. Morse
Stephanie Stroud

NORTH CAROLINA
Cindy L. Whiton
Jennifer J. Kanipe
Pat B Roberson
Stephanie Studdard
Renee Burton
Linda Birk
Kathy B. Rogister

NORTHEAST-POTOMAC
Isabel Beck
Katie Yoder
Kortnee Winters
Debra E. Horning-Brubaker
Janice W. Gilliford
Jody Scutari

SOUTH CAROLINA
Kim Rabon
Linda Harrelson
Brittany Hyman
Dawn W Wesbit
Jennifer Renee Haselden
Brittain Boseman Benton
Pamela H Gunter
Brenda R Barton
Sandra L Pierce

SOUTHWESTERN
Pam Lowrance
Anita D. Rael-Saiz
Lorena G. Orona
Rhonda L. Davis

TENNESSEE
Kuntima Nemafuta
Courtney R. Fellers
Thelma Lynn Atkinson

TEXAS
Donna Williams
Cheryl D Johnson
Allison L. Antwerp
Kathy Tumlinson
Kelsey Jo Hajovsky
Savannah E. Stockton
Stacy Renee Spring
Judy Kay Brown
Lisa Furlow
Sandra Blum
Sheri G Bickham

VIRGINIA
Barbara Grether
Caren D. Bueshi

NEW MEMBERS

LOUISIANA
Denham Springs
Leesville
Leesville
Leesville
Leesville
Leesville
Leesville
Richland

MISSISSIPPI
Grenada
Houston
Indianola
Indianola
New Albany, MS
Starkville
West Point

NORTH CAROLINA
Asheboro
Laurinburg
Lincolnton
Raleigh
Raleigh
Tarboro

SOUTHWESTERN
Jeffersonville

TEXAS
Brenham
Canyon Lake
El Campo
El Campo
El Campo
El Campo
Lake Houston
Lubbock
Shiner

VIRGINIA
Luncheon Danville
Suffolk
**Memorial** contributions to Pilot International Founders Fund honor the memory of friends, relatives, and acquaintances. A memorial card is sent to the family or other designee of the deceased advising them of the generous donation and identifying the donor. Memorial contributions support the programs of the Pilot International Founders Fund and enhance the work of Pilot Clubs around the world. The name of the deceased is listed first in bold followed by the contributors.

<table>
<thead>
<tr>
<th>Name</th>
<th>PC of Location</th>
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<tbody>
<tr>
<td>Pete Coon</td>
<td>Margaret Podlesny</td>
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<td>PC of Hohenwald</td>
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<td>Laura Hawkins</td>
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<td>Leon Ray</td>
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<td>Luncheon Club of Morgan Co.</td>
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<td>Jean Cavanaugh</td>
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<tr>
<td>Myrna Virginia Pontiff</td>
<td>PC of Bay City</td>
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<tr>
<td>Barbara McCrary</td>
<td>PC of Central Pennsylvania</td>
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<tr>
<td>Marina de Sanchez</td>
<td>PC of Chattanooga</td>
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<td>Melissa Hodge</td>
<td>PC of Longview</td>
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<tr>
<td>Jean Nix</td>
<td>Judy Jackson</td>
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<tr>
<td>Janey Tyner</td>
<td>TN District Past Governors</td>
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<tr>
<td>Jean Reynolds</td>
<td>Nell Beasley</td>
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**Honorariums**

- Sharon Stratton | PC of Cookeville
- PC of Monroe NC | PC of Monroe NC
- PC of Brunswick GA | PC of Brunswick GA
- PC of Anadulsia AL | PC of Anadulsia AL
- PC of Aynor | PC of Aynor
- All Pilots | PC of Heflin AL
- PC of Newnan | PC of Newnan

- Lisa Franklin | PC of Twin Cities
- Miriam Garner | PC of Grenada MS
- Faye Kuhn | Prairie PC of Wichita
- Pat Haden | PC of Danville
- Susan Kahl | NEPOT District
- Rhonda Baca Espinoza | NEPOT District
- Joy Elder | Joy Elder
- Allyson Leitner | PC of Columbus, MS
- Becka Jones | PC Bend of the River, Quad Cities
- Nancy Gzubara | PC Bend of the River, Quad Cities
Conventional Fundraisers

We’ve got a lot of fun and exciting fundraisers prepared for the 2019 Annual Convention and Leadership Conference. Check out the list below for details about each fundraiser and see which you’ll be looking forward to at Convention.

**Convention Raffle**

**Cubbie Cash**

Win instant cash prizes with this raffle that goes on through the entirety of Convention.

- 5 Prize Amounts
- Chances can be purchased in the expo area.
- Winners will be announced at the awards breakfast.

All proceeds benefit the Pilot International Founders Fund.

**District Gifts Raffle**

**Lucky Buckets**

Each Pilot District is to collect and donate a new item valued at $100 or more. Donated items should be compact and travel-friendly. Gift should be representative of the district.

- 5 Prize Amounts
- Purchase tickets in the expo area through Friday, July 3rd.
- Items are to be mailed to PI Headquarters by June 1st.

**Bingo**

Do you want to attend an event that is laid back and fun? Come on down and play this classic and entertaining game with your Pilot friends.

$5.00 per board

Proceeds benefit the Dream Ahead Fund.
BROWN BAG IT

FOR BRAIN INJURY

Make yourself a healthy lunch and donate what you would have spent at a restaurant to the Brain Injury Association of America!

I'm donating my lunch money to:

Brain Injury Association of America
Future Convention Dates

June 24-27, 2020
Atlantic City, NJ

July 7-10, 2021
Atlanta, GA

June 29-July 2, 2022
Rochester, NY

June 28-July 1, 2023
Bellevue, WA

www.pilotinternational.org
www.anchorclubintl.org