



2022 Webinar Week

MEMBERSHIP VICE PRESIDENTS

Wednesday, August 10th 2022

Member Engagement Standing Committee



**Tia Belvin
(Chair)**



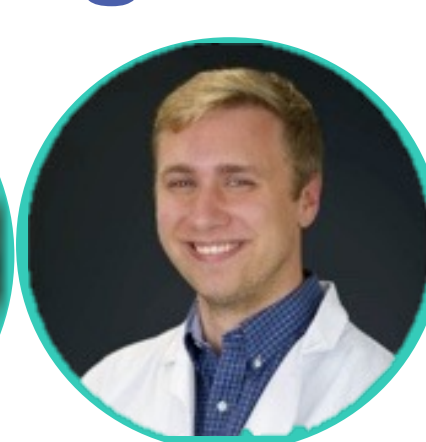
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We are so excited you're here!

A few housekeeping items for the night:

- Chat Feature for Q&A
- Zoom Background - we'd love to see your face!
- Discussion Opportunities – please mute your mic when not speaking
- This session is being recorded and will be made available as a resource in the next week
 - All slides, recordings and notes from webinar week can be accessed on the Webinar Week home page

Tonight's Agenda

- Fall Membership Drive Logistics
- Tactics for Hosting a Successful Drive
- Fall Membership Drive Resources
- Scheduling a Student Outreach Visit
- Fall Membership Drive Communication Strategies
- Q&A
- Announcements



Fall Membership Drive Logistics

Drew Register, PharmD

APhA Associate Director, Membership Engagement and Communications

2022 Operational Changes

- **Phase 1 – Association-wide New Membership Model & Simple Form**
 - Rebuilding the Previous Membership Model
 - Launched in November with New Dues for Pharmacist and New Practitioner Membership Categories
 - Modify student chapter and state pharmacy association dues process
 - Simplify chapter rebate program (\$3.00 & \$1.00 incentives)
 - Enhanced Transitioning Student member benefits

Student Dues Program

- **National Dues Collected** – \$45 (PY1-PY3) & \$120 (PY4)
- **State Dues Collected** – 53 Chapters (21 States) \$5 - \$25
- **Chapter Dues Collected** – 117 Chapters \$5 - \$110
- **Total Dues Collected** – \$50 - \$165

- **2022 Spring Membership Drive**
 - \$110.00 National Dues
 - + \$10.00 Chapter Dues
 - \$120.00 Total Paid by a Student Member

- **2022 Fall Membership Drive**
 - \$39.00 National Dues
 - + \$10.00 Chapter Dues
 - \$49.00 Total Paid by a Student Member

Financial Implications

- **National Dues** – \$45.00 vs. \$39.00
- **Chapter Rebates** – Eliminate the chapter rebate/incentive program that provides a \$3 rebate and \$1 rebate for chapters
- **Membership Dues Deadline – October 31 (Annually)**
 - Check/EFT for June 1 – October 31 enrollments issued in November
 - Check/EFT for November 1 – May 31 enrollments issued in June
- **State Pharmacy Association Collaboration and Supplemental Dues**
 - Chapters are still encouraged to work with state pharmacy associations, collect supplemental dues for meetings, programming, and activities

APhA-ASP Student Member Dues

Student Dues (Transactions)	2021 Student Payment	2022 Student Payment
Total Student Dues Payment to APhA	\$70.00	\$49.00
APhA Revenue (National Dues)	\$45.00	\$39.00
Refund Sent Back to Chapter	-\$15.00	-\$10.00
Refund Sent Directly to State Association	-\$10.00	\$0.00
Net Revenue to APhA	\$45.00	\$39.00



Student Membership Dues Questions?

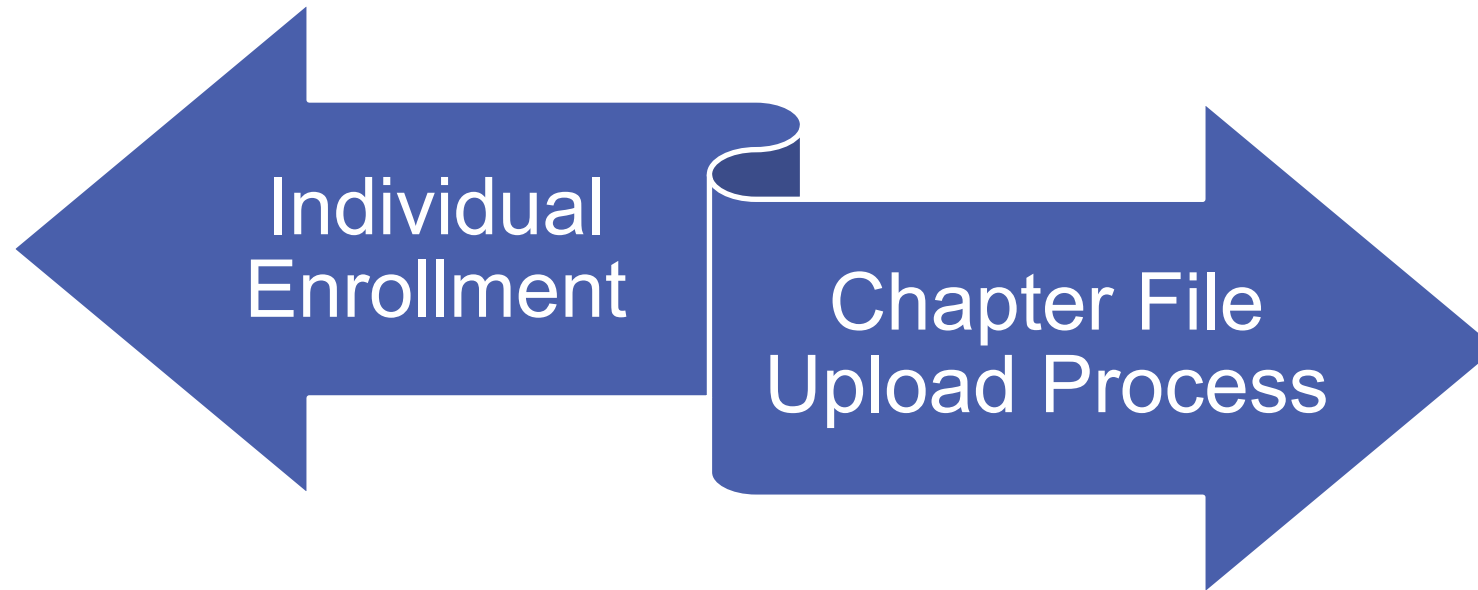
Fall Membership Drive

Goals

- **Feedback**
 - Goals were not reflective of current class sizes
 - Felt unobtainable/discouraging
- **Update August 2022**
 - Chapters will determine their goals utilizing the following formula:
 - 60% of total enrollment for first, second and third-year student pharmacists
 - 40% of final-year student pharmacists (Transitioning Membership)

Registration Deadline: October 31st

Enrolling Your Members



**To opt into the chapter file upload process, please email Drew Register at dregister@aphanet.org*

APhA-ASP Value Proposition





Tactics for Hosting a Successful Membership Drive

What inspired you to become the
Membership VP of your chapter?

Tactics for Hosting a Successful Drive

Focus on the incoming class – get them engaged early!

Host Fall Membership Drive Events

Prepare an elevator pitch and highlight the incentives

Work with the Communications VP on a communications strategy

Preparing for FAQs and concerns

Be the connector/catalyst for someone's APhA-ASP journey

Incentives

For the Individual:

Scholarships

Awards

Conferences

Leadership
opportunities

Patient care

Advocacy

Networking

Professional/Career
Development

Incentives

For the Chapter:

2022 Fall Membership Costs (1st-3rd year student pharmacists)

\$39.00 National Dues

\$10.00 Chapter Dues (sent back to the chapters in December)*

\$49.00 Total Paid by a Student Pharmacist Member

**Chapters may opt out of the \$10 Chapter Dues*

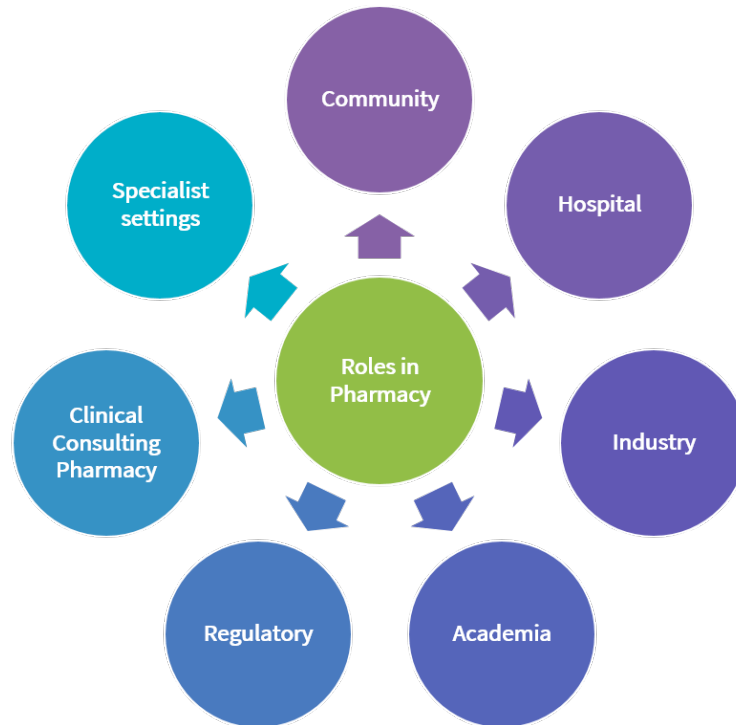
Fall Membership Drive Events



Make it fun and engaging!

Worried about costs of hosting? Remember that the chapter receives \$10/person that becomes a member by **October 31st**.

“I don’t know what I want to do in pharmacy”



Highlight the various patient care projects and career development opportunities available at a local and national level.

“I am worried about the cost.”



Highlight the many scholarship opportunities!

Be the catalyst for
someone's APhA-ASP
journey!



Fall Membership Drive Resources

Virtual Membership Box



Posters to
display around
campus

APhA-ASP
membership
brochure

Event Save-the-
Date place
cards

Quick reference
guide for MVPs*

Membership
flyers

2022 Fall
Membership
Drive
Presentation*

Transitioning
Member Flyers

*Updated versions will be available soon



GroupMe

Join the Membership VP GroupMe!





Scheduling a Student Outreach Visit

Student Outreach Program

Opportunity to connect with APhA-ASP NEC and Staff to learn about your chapter's activities and how APhA can assist chapter leadership in having a successful year.

- Membership recruitment tool (promote APhA-ASP membership and member benefits)
- Highlight APhA and APhA-ASP opportunities.
- Discuss chapter logistics
- And more!

Visits scheduled through October 28th

Questions? Email APhA's Tom English at tenglish@aphanet.org



[Sign-up Here](#)



What are the best ways/practices to
effectively communicate with your team?

Leading Your Team

Communication Skills

- Listen
- Empathize
- Lead by example
- Awareness
- Body Language
- Establish Consistency

Delegation Skills

- Collaborate!
- Play to people's strengths
- Define a desired outcome
- Provide resources
- Establish clear communication channel
- Be patient

Communicating with Your Team

Consistency and collaboration are KEY

- Staying Connected with the Chapter
- Work with Communications VP
- GroupMe, Facebook, Chapter Executive Updates
- Maximizing In-Person Opportunities
- Welcoming, Approachable, Positive Environment
- Recruitment goals:
 - Gaining new members
 - Retaining past members

APhA-ASP Points of Contact

Drew Register, PharmD

Associate Director, Membership Engagement and Communications

dregister@aphanet.org

APhA-ASP

apha-asp@aphanet.org



Q&A & Discussion

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Announcements

GroupMe

Join the Membership VP GroupMe!



MESC Inquiry Form

Complete the form to submit your questions or suggestions for MESC!



Midyear Regional Meetings (MRM)

October-November 2022

Official dates & location still being finalized

The only conference for student pharmacists by student pharmacists!

- Networking Opportunities
- Explore Career Development
- Improve Patient Care Skills
- Regional Officer Elections
- APhA-ASP Regional Patient Care Project Awards
- APhA-ASP Policy Process Begins

MRM Home Page



Important Dates

Date	Event
August – October	Student Outreach Visits
September 13, 2022	PharmFlix Informational Webinar
October	American Pharmacists Month
October 3, 2022	Innovative Programming Topic Title and Description Due
October-November	Midyear Regional Meetings (MRMs)
October 31, 2022	Fall Membership Drive Registration Deadline
December 1, 2022	Individual Award Submissions Due APhA Foundation Scholarship Applications Due PharmFlix Submissions Due APhA Experiential Program Applications Due APhA-ASP Standing Committee Applications Due Student Pharmacist Got Talent Submissions
January 11, 2023	Webinar Week Booster Session

Webinar Week

Monday	Tuesday	Wednesday	Thursday	Friday
August 8 th	August 9 th	August 10 th	August 11 th	August 12 th
Webinar Week Kick-off (9-10 pm ET)	Advisors Meet-up (1-2 pm ET)	International VPs (8:30-9:30 pm ET)	Communications VPs (8:30-9:30 pm ET)	
	Presidents Presidents-elect (9-10:30 pm ET)	Membership VPs (8:30-9:30 pm ET)	Patient Care VPs (9:30-10:30 pm ET)	
August 15 th	August 16 th	August 17 th	August 18 th	
	Policy VPs (8:30-9:30 pm ET)	Patient Care Chairs (9-10:30 pm ET)		
	Finance VPs (9:30-10:30 pm ET)			



Webinar Week – January Booster

Save the Date – January 11th

Register Today



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