



October / November Newsletter from Pat's Desk

WOW!! Halloween has come and gone and soon we will be celebrating Turkey Day. Have you planned a Healthy dinner for you and your Family yet? If not, now is the time to do so. The Choice Is Mine is a great tool in helping you plan meals, eat healthy along with your family, exercise together as a family so that you will not record a gain over the Holidays.

Thanksgiving is Family Day and a time to get outside with family games, walks and of course to shop. Remember, when you are shopping to count the walking miles if your chapter has a program established, if not, CHAPTERS, get one going.

The Choice Is Mine is being offered to the chapters at a great price so that every member should have one. Chapters, take advantage of the offer listed on page 29 of the November TOPS News, have some on hand to offer new members as they come in, never tell a new member that TOPS doesn't offer a plan to follow, offer the CIM to them.

If your chapter is not showing weight losses and you wonder why, then take a look at what you are presenting as programs. Something needs changing. A sensible, healthy eating plan presented to your members should be part of your weekly meeting. Present programs from this tool (CIM). Use the Workbook to go along with the CIM. There are many programs on the website to help you with your meetings each week. Every chapter should have some kind of program to present to their members each week, a 15 minute program is sufficient as long as it is on the reasons why we are at TOPS, to encourage members to Take off and Keep off Pounds Sensibly.

Chapters, if you ordered the CIM at the regular price, let me know so that I can get the reduced price for you.

If you have prospects who have shown an interest in joining TOPS, contact them and tell them that if they join now, the membership is \$26.00. January 1st, it will be \$28.00.

CHAPTER LEADERS / DESIGNATES, I need your help. Email all inactive members that have joined your chapter and left to come back. Encourage them, let them know that your chapter is actively involved in presenting ways to help them lose.

Congratulations to those Chapters that have added new members this year.

The procedure for the increase in membership January 1st. 2012 renewals have been sent out to members as of the first week in November. Members will pay new rate of \$28.00 if their renewal is dated January 1st or after, if they are paying in 2011 for 2012 it will still be \$28.00. If your renewal is dated November or December, you will pay \$26.00. Contact me if you are uncertain as to how to submit them.

Chapter mailings have gone out this week to the leaders that include the L-010, KOPS weight chart, TOPS weight chart, Transfer weight chart. L-044 Crown and Tiara order form for your chapter. If you do not receive enough weight charts, make extra copies for your chapter or contact me for more. Weight recorders, get your members to sign the weight charts and to have membership numbers on all of them. Store these forms in a safe place during the Holidays. Chapter Manual, T-199 replacement pages have been sent out as well, see page 18 in November TOPS News, destroy the pages taken out so that you will have the most current information.

Congratulations to the chapters who have earned a free bonus membership since July 1, 2011. I have four chapters who have earned bonus memberships!!!

Every time you send a new member to me, your chapter is placed in a drawing for the \$250 that is given away at IRD. Each Regional Director draws a Chapter from her area. Mary Reed's States are, GA, FLA, AL, KY, TN, SC, NC.



If you have gotten distracted and off track, rev up those engines and get back on track, it is not too late to show a loss for the year. I am looking forward to getting Resumes with all the weight losses I know your Chapter will have for the year.

Be sure to check out the website with the new look and all the tools to help you with.

Have a great November and Thanksgiving!

TOPS Love

Pat