

1968-1969 IOWA DISTRICT

President of O.I.

Gene H. Sternberg, Sr.  
P.O. Box 550  
1609 Delmar Ave  
Granite City, Illinois 62040

Regional Vice-Pres.

Mark H. Brooks, Jr.  
1106 N. Grove Ave.  
Oak Park, Illinois 60302

Governor

\*Donald E. Strub  
705 Manor Drive  
Iowa City, Iowa 52240

Lt. Governors

Roy Gallagher	Larchwood
Everette C. Foster	Waterloo
*Robert Lehman	Cedar Rapids
*Harry Kral	Solon
Paul Hartel	Maquoketa

Secretary-Treas.

Leslie H. Miller	Iowa City
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District Chairmen

Leslie H. Miller	A & A
Gary D. Turner	Boys Work
W.E. Rowland	Bylaws
Charles Trussell	Community Service
Willard Verba	Finance
Leland Stocker	Leadership Tr.
Homer Rinehart	Life Membership
Gary D. Pierce	M & A
Richard E. Myers	N.C.B.
Dr. Robt. B. Ogesen	Publicity & Convention

District Convention Site

Iowa City

O.I. Representative

Ralph Glasscock  
(Thelma)

Clinton, Missouri

Clubs in Iowa:

Bettendorf  
C.R.-Marion  
Cedar Rapids  
\*C.R. Evening  
\*C.R. Thursday  
\*Coralville  
Council Bluffs  
C.B. Hi-Noon  
Davenport Brk.  
Davenport  
Denison  
Des Moines  
Dubuque  
Dubuque Eve.  
Hiawatha  
\*Iowa City  
I.C. Sunrise  
Kalona  
\*Larchwood  
Maquoketa  
Marshalltown  
Newton  
Red Oak  
Sioux City  
Solon  
Waterloo

Clubs Added:

Ames  
Doon  
Fri. C.R.  
Des Moines East  
(by Missouri)  
Ottumwa  
Muscatine

Clubs Deleted:

None

President:

Eugene Johansen  
Dean Wagner  
Dr. Russell Anthony  
\*Wilmer L. Koss  
\*James Moore  
\*James Eanes  
Robert Higginbotham  
David Goodman  
Richard Cruson  
Russ Lichtenstein  
Kenneth Westrom  
Leonard Gallagher  
Wm. Conzett  
Leo Mallie  
Richard Gisell  
Stanley Plank  
Richard Malcolm  
Donald Dickel  
\*Harold Bonander  
LaVerne Roberg  
Arthur Nelson  
Willis Rosenberg  
Leroy A. Helle  
Ralph Watson  
John F. Low  
Franklin Olson

Secretary:

Frank Macy  
Merle Cox  
Raymond Rompot  
George Nordstrom  
Frank O. Parks  
Donald A. Hoy  
Gary D. Woods  
Wayne Clark  
David M. Schare  
Mike Bush  
Curtis J. Yankey  
Leonard A. Rhoads  
Ed Monaghan  
Kenneth Townsend  
Keith Kress  
Ralph M. Deadman  
Robert M. Sierk  
Richard O. Beck  
Emil Bjork  
Donald G. Atkinson  
Harvey Vellinga  
Thomas Graham  
Ralph Gebauer, Jr.  
Ed Gerlich  
D.M. Erusha  
Gale L. Williams

Herb Tschopp  
Jerry Cook  
Don Kuhn  
Guy Simpson  
  
Jerry Herriott  
Richard H. Davis

Carl Watson  
Harold Aardema  
Garry Yanda  
Dave Bell

Don Blink  
Duane Krob

Membership 1245-1445 = +200  
Clubs 26+6 = 32  
Life Membership Quota 9 = 18  
International Rank 15

- Distinguished
- \*\* Honor Club



# HOT LINE

*"The Optimistic Side of the News"*

JULY AND AUGUST 1969

**FIFTH QUARTER BOARD MEETING:** THE FINAL DISTRICT BOARD OF DIRECTORS MEETING OF THIS ADMINISTRATIVE YEAR WAS HELD JULY THE 19TH IN MARSHALLTOWN. TWENTY-SEVEN OF THE THIRTY-ONE CLUBS WERE REPRESENTED. THE ONLY CLUBS NOT ANSWERING THE ROLL CALL WERE: RED OAK, DOON, OTTUMWA, AND DUBUQUE EVENING. THE NUMBER OF MEMBERS REPRESENTING THEIR RESPECTIVE ZONES WERE AS FOLLOWS: ZONE 1 - 19, ZONE 2 - 25, ZONE 3 - 17, ZONE 4 - 21 AND ZONE 5 - 9, MAKING A TOTAL OF 91 DEDICATED IOWA OPTIMISTS IN ATTENDANCE. WE WERE HONORED TO HAVE OPTIMIST INTERNATIONAL PRESIDENT ELECT, CHARLES "BUDDY" CAMPBELL, FROM LITTLE ROCK, ARKANSAS WITH US DURING THE MEETING. SELDOM IS A DISTRICT PRIVILEGED TO HAVE SUCH A TOP RANKING OPTIMIST REPRESENTED AT A BOARD MEETING. WE ALL OWE BUDDY A GREAT DEAL OF THANKS FOR VISITING US AND CONTRIBUTING TO THE SUCCESS OF OUR BOARD MEETING. - - OUR THANKS GO TO THE MARSHALLTOWN OPTIMIST CLUB FOR HOSTING THIS IMPORTANT FUNCTION.

**NEW CLUB BUILDING:** AS MOST OF YOU KNOW, THE DISTRICT HAS ADDED FIVE NEW CLUBS TO ITS ROLLS SO FAR THIS YEAR. THOSE NEW CLUBS ARE AS FOLLOWS: AMES, OTTUMWA, DOON, CEDAR RAPIDS FRIDAY, AND MUSCATINE. THE NUMBER OF CLUBS IN THE DISTRICT IS NOW 31, AND NEW CLUB BUILDING ACTIVITY IS STILL CONTINUING. THE C.R.-MARION CLUB IS ATTEMPTING TO SPONSOR THE CEDAR RAPIDS SUNRISE CLUB, THE LARCHWOOD CLUB HASN'T GIVEN UP IN GEORGE AS YET, THE HI-NOON COUNCIL BLUFFS CLUB IS MEETING WITH REPRESENTATIVES OF THE TWIN CITY PLAZA AREA, AND THE DAVENPORT CLUB IS BEGINNING TO MAKE THEIR MOVE IN BURLINGTON. - - NO ONE CAN SAY THAT THE IOWA DISTRICT IS MADE UP OF QUITTERS. THERE IS STILL A GREAT DEAL OF FIGHT LEFT THROUGHOUT THE RANKS, AND THIS FIGHT IS CONTINUING RIGHT DOWN TO THE WIRE.

**OPTIMIST MAGAZINE:** HAVE YOU SEEN THE AUGUST ISSUE OF THE O.I. MAGAZINE. CHECK PAGE 35 AND READ THE SPLENDID ARTICLE ABOUT PRESIDENT RALPH WATSON AND HIS OPTIMIST CLUB OF SIOUX CITY. THEY ARE TO BE CONGRATULATED FOR THEIR FINE WORK IN OPERATION PITFALL. - - THE SOLON CLUB ALSO MADE A BIG SPLASH ON THE BACK COVER OF THE MAGAZINE. ONE OF THEIR ESSAYS ON "BICYCLE SAFETY WEEK" RECEIVED HIGH PRAISE BY OPTIMIST INTERNATIONAL.

**QUOTAS ACHIEVED:** WE ARE INDEED HAPPY TO ANNOUNCE THAT ALL OF THE QUOTAS HAVE BEEN MET TO QUALIFY THE IOWA DISTRICT AS AN HONOR DISTRICT IN THE INTERNATIONAL ACHIEVEMENT AND AWARD PROGRAM. IF WE CAN HOLD THESE ACHIEVEMENTS THROUGH 9-30-69, THE DISTRICT WILL QUALIFY FOR THIS HIGH STATUS FOR THE SECOND YEAR IN A ROW. THESE QUOTAS, GIVEN TO US BY O.I., ARE AS FOLLOWS: MEMBERSHIP, A NET INCREASE OF 151 MEMBERS - ACHIEVED TO DATE 159; ATTENDANCE, A 65% AVERAGE ATTENDANCE FOR ALL CLUBS WITHIN THE DISTRICT - APPROXIMATELY 68% HAS BEEN ACHIEVED TO DATE; LIFE MEMBERSHIP, A QUOTA OF 9 - ACHIEVED TO DATE 16; NEW CLUB BUILDING, A QUOTA OF 5 - ACHIEVED TO DATE 5; BOYS' WORK REQUIREMENTS - ALL HAVE BEEN MET. - - YES HONOR DISTRICT STATUS IS AGAIN ASSURED IF WE CAN CONTINUE TO HOLD OUR ACHIEVEMENTS.

**CLUB ACHIEVEMENT AND AWARD CHART:** STUDY THE ENCLOSED ACHIEVEMENT AND AWARD CHART IF YOU WANT TO SEE SOME REAL COMPETITION. WHICHEVER CLUB WINS THE AWARD FOR THE TOP CLUB IN THE DISTRICT WILL ACHIEVE THIS HONOR BY THE CLOSEST MARGIN IN HISTORY. THE LARCHWOOD CLUB CONTINUES TO HOLD THE LEAD, FOLLOWED CLOSELY BY CORALVILLE, CEDAR RAPIDS TUESDAY AND IOWA CITY. WHO THE WINNER WILL BE, ONLY TIME WILL TELL.

**REGIONAL NEWS:** THE IOWA DISTRICT CONTINUES TO HOLD TOP SPOT IN THE REGIONAL COMPETITION THROUGH 7-31-69. THE WISCONSIN DISTRICT, HOWEVER, IS GIVING US A RUN FOR OUR MONEY. ACCORDING TO OUR REGIONAL VICE PRESIDENT, MARK BROOKS, WHO ATTENDED THE 5TH QUARTER WISCONSIN DISTRICT BOARD MEETING, WE HAD BETTER HOLD ON TO OUR HATS. THOSE BADGERS ARE MAKING A BIG PUSH FOR THAT SILVER BOWL. THEY ENDED UP BEING THE TOP DISTRICT IN THE REGION LAST YEAR AND ARE OUT TO REPEAT THAT FEAT. THEY HAVE 5 CLUBS IN OUT OF A QUOTA OF 6 AND MARK TELLS US THAT THEY PRESENTLY HAVE 6 OTHER NEW CLUBS REPORTING. IF THEY BEAT US OUT ON THIS FIN



**IOWA DISTRICT**  
**OPTIMIST INTERNATIONAL**  
**1968-69 CLUB**  
**ACHIEVEMENT AND AWARD PROGRAM**

POINTS EARNED THROUGH

AUGUST 20, 1969

ZONE 1

ROY GALLAGHER - LT. GOVERNOR

ZONE 2

EVERETTE FOSTER - LT.

		POSS POINTS	COUNCIL BLUFFS	COUNCIL BLUFFS HI-NOON	DENISON	LARCHWOOD	RED OAK	SIOUX CITY	DOON	DES MOINES	MARSHALLTOWN	NEWTON	WATERLOO
MEMBERSHIP	Adding one or more new members any month (per month)	200	2,000	2,000	600	2,400	1,000	800		800	600	1,200	1,000
	Bonus for attaining or exceeding 2000 points above	300	300	300		300							
	Additional bonus for attaining or exceeding 2600 points above	100											
	Exceeding net membership each qtr for first four qtrs (per quarter)	500	2,000	1,500	500	1,500	500			1,500		1,500	2,000
ATTENDANCE	Attaining 65% attendance quota any month (per month)	100	1,300	1,300	900	1,300	400	1,100		1,300	1,300	1,000	1,300
	Attaining 65% quota on a six month average through 12-31-68	500	500	500		500	500	500		500	500		500
	Attaining 65% quota on a ten month average through 4-30-69	500	500	500	500	500		500		500	500		500
	Attaining 65% quota on a fifteen month average through 9-30-69	500											
	Bonus for attaining 65% average for all three periods	200											
NEW CLUB BUILDING	Filing 1st NCB report for 1st mtg (2 reports maximum) (per report)	500	500	500		1,000						500	
	Successful completion of sponsorship of each new club before 9-30-69	2000				2,000							
	Co-sponsorship of each new club before 9-30-69	1000											
	Bonus-sole or co-sponsorship of each new club before 11-30-68	500											
	Bonus for 35 or more fully paid charter mbrs at time of organization	500				500							
	Attending mtg of new club by sponsor for a period of 10 months (per mo)	100				400							
LIFE MEMBERSHIP	Obtaining the first life membership subscription	400		400		400				400	400	400	400
	Bonus for each subsequent life membership subscription	100											
DUES	District dues paid within 30 days of due date (each payment)	200	800	800	800	800	600	600		800	600	600	800
	Notification by letter that club is incorporated as a non profit corp	100	100	100		100	100	100			100		100
	Receipt of copy of Federal Tax return 990 prior to due date (each return)	100	100	200		200	100	200			100		
BOYS BOLE	Participation by three or more boys in a club oratorical contest	300	300	300	300	300	300	300		300	300	300	300
	Participation by a boy in a Zone oratorical contest	300	300	300	300	300	300	300		300	300	300	300
ATTENDANCE DISTRICT MEETINGS	Club President in attendance (per meeting)	200	1,000	1,000	800	1,000	800	1,000		600	1,000		600
	Club Secretary-Treasurer in attendance (per meeting)	200	600	1,000	600	1,000				1,000	800	600	1,000
	Club Vice President (two maximum per meeting) (each V.P. per meeting)	100	500	600	200	700	100	200		200	500		400
	Club N.C.B. Chrm, B.W. Chrm and Membership Chrm (per Chrm each mtg)	100	800	700		800	300	200			200	300	100
	Displaying club banner at District Board or Zone mtgs (per meeting)	100	600	600	500	600	300	300		100	500	200	300
MONTHLY REPORTS	If report rec'd by District and O.I. by 20th of following month (each month)	100	1,300	1,300	1,300	1,300	1,300	1,200	100	1,300	1,300	1,100	1,300
	Bonus if report is received by the 10th of following month (each month)	100	1,300	1,300	1,000	1,300	700	800		200	1,200	400	1,300
	Bonus if all 15 reports are received by the 10th of the following month	400											
OTHER	Each visitation with 5 or more mbrs to a reg mtg of another club (5 max)	100	300	300	100	500	100	200		200	400	200	200
	Publishing and mailing bulletin to coincide with frequency of club mtg	400	400	400	400	400	400	400		400	400		400
TOTAL POINTS			15,500	15,900	8,800	20,100	7,800	8,700	100	10,400	11,000	8,600	12,300
RANK IN DISTRICT			6	5	18	1	24	19		14	11	21	9

ZONE 3						ZONE 4						ZONE 5						
ROBERT LEHMAN - LT. GOVERNOR						HARRY KRAL - LT. GOVERNOR						PAUL HARTEL - LT. GOVERNOR						
CEDAR RAPIDS	CEDAR RAPIDS	CEDAR RAPIDS	C.R.-MARION	HIWATHA	CEDAR RAPIDS	CORALVILLE	IOWA CITY	IOWA CITY	KALONA	OLON	OTTUMWA	BETTENDORF	DAVENPORT	DAVENPORT	DUBUQUE	DUBUQUE	MAQUOKETA	MUSCATINE
5	TUES EVENING	THURS NOON			FRI MORNING			SUNRISE						BREAKFAST		EVENING		
1,000	800	1,800	800	1,200	200	2,400	1,600	1,200	1,200	1,600	400	1,400	600	1,000	1,600	400	1,200	200
						300												
500	2,000			500		1,500	1,000		2,000	1,000	1,000			500			2,000	
1,200	1,300	1,200	1,200	1,100	400	1,300	1,300	1,300	1,300	1,300	400	600	1,300	1,300	800	500	1,000	100
500	500	500	500	500		500	500	500	500	500			500	500	500		500	
500	500	500	500	500		500	500	500	500	500			500	500	500		500	
	500	500	500			500	500											
	2,000	2,000				2,000	2,000											
	500																	
	500	500				500												
	800	400				200	300											
400	400	400				400	400	400					400	400			400	
							100											
800	800	400	800	400		800	800	800	800	800		600	400	200	800	200	800	
	100	100		100		100	100		100					100	100	100	100	
	200			200		200	200		100	200				200	200		200	
300	300	300	300	300		300	300	300	300	300		300	300	300	300	300		
300	300	300	300	300		300	300	300	300	300		300	300	300	300			
200	1,000	800	600	800	400	1,000	1,000	400	600	800	200	600	800	400	400	200	600	
600	800	400	400	800	400	800	1,000	400	800	800		400	400	400				
500	600	100	100	100	200	600	800	400		800			200			200		100
100	1,100	100	500	300		1,100	1,100	500	400	900		100	200					100
500	500	300	400	600	100	600	500	300	400	600	100	400	400	400	200	200	400	100
1,300	1,300	1,300	1,300	1,100	400	1,300	1,300	1,300	1,300	1,300	500	1,300	1,300	1,000	1,300	1,100	1,300	200
1,300	1,300	1,100	1,300	800	200	1,300	1,300	1,300	1,200	1,200	500	800	500	600	700	600	800	100
400	400	300	200	200	200	500	500	200	100	500		200	100	200	500		200	
400	400	400	400	400	400	400	400	400	400	400	400	400		400	400	400	400	400
10,600	18,900	13,700	10,100	10,200	2,900	19,400	17,800	10,500	12,300	13,800	3,500	7,400	8,200	8,700	8,600	4,200	10,400	1,300
12	3	8	17	16		2	4	13	10	7		25	23	19	21	26	14	

LAP ALL I CAN SAY IS "1/2@#%?". WE JUST CAN'T GIVE UP NOW MEN, WE ARE JUST TO CLOSE TO VICTORY. - - THE IOWA DISTRICT IS STILL HOLDING DOWN 6TH PLACE IN THE INTERNATIONAL STANDINGS, AND IS ONLY SIX TENTHS OF A POINT OUT OF 5TH PLACE. THE COLORADO-WYOMING TRICT IS NOW IN THAT POSITION AND WE'RE OUT TO TAKE IT AWAY FROM THEM. WHAT DO YOU SAY, GENTLEMEN, LET'S DO IT.

**MEMBERSHIP:** IF OUR DISTRICT HAS ONE WEAK SPOT, IT'S MEMBERSHIP. WE STOOD AT 1,404 MEMBERS A OF 7-31-69. THIS IS ONLY 8 OVER OUR QUOTA OF 1,396, AS WE STARTED THE YEAR WITH 1,245 MEMBERS. 179 NEW MEMBERS WERE GAINED FROM NEW CLUBS BEING BUILT, WHILE A NET LOSS OF 20 MEMBERS WAS REPORTED BY EXISTING CLUBS. EXISTING CLUBS HAVE ADDED 251 NEW MEMBERS TO THEIR ROSTERS WHILE DROPPING A STAGGERING TOTAL OF 271. EXISTING CLUBS, TO DATE, HAVE NOT SHOWN THE EXPECTED PROGRESS IN MEMBERSHIP. WE STILL HAVE ONE MORE MONTH TO GO AND TWO MORE MONTHLY CLUB REPORTS REMAIN TO BE FILED. OUR DISTRICT MEMBERSHIP AND ATTENDANCE CHAIRMAN, MILT LIPSMAN, IS EXTREMELY CONCERNED ABOUT OUR MEMBERSHIP ASPECT, AS A SMALL NUMBER OF MEMBERSHIP DROPS COULD COST THE DISTRICT ITS HONOR STATUS. IN AN ATTEMPT TO BOLSTER MEMBERSHIP WITHIN THE DISTRICT, MILT HAS RECENTLY INITIATED A MEMBERSHIP DRIVE KNOWN AS "SUNOFOGS". HE HAS ENCOURAGED ALL CLUBS TO STRESS MEMBERSHIP, MEMBERSHIP, MEMBERSHIP, DURING THESE REMAINING WEEKS OF THIS ADMINISTRATIVE YEAR. IT WILL REQUIRE EACH CLUB WITHIN THE DISTRICT TO DO ITS SHARE IF OUR MEMBERSHIP QUOTA IS TO BE MET. WE ARE COUNTING ON ALL CLUB PRESIDENTS TO ASSIST US IN THIS URGENT PLEA. HONOR DISTRICT STATUS IS WITHIN OUR GRASP, LET'S NOT LOSE IT BECAUSE OF THE WANT OF A FEW MEMBERS. AN AWARD WILL BE PRESENTED AT THE OCTOBER BOARD MEETING TO THE CLUB SHOWING THE GREATEST MEMBERSHIP INCREASE BETWEEN 7-1-69 AND 9-30-69. A SPECIAL AWARD WILL ALSO BE PRESENTED TO THOSE CLUBS WHO INCREASE THEIR MEMBERSHIP TO 30 BY THAT DATE.

**MUSCATINE CHARTER BANQUET:** THE NEWLY FORMED OPTIMIST CLUB OF MUSCATINE WILL HOLD ITS CHARTER BANQUET ON SEPTEMBER THE 6TH AT 7:30 P.M. IT WILL BE HELD AT THE MUSCATINE ELKS CLUB. TICKETS ARE \$4.25 PER PERSON. PLEASE CONTACT THEIR CLUB PRESIDENT, RICHARD DAVIS, 1018 IOWA AVENUE, MUSCATINE, IOWA, 52761, FOR RESERVATIONS.

**LIFE MEMBERSHIP:** HAT'S OFF TO DISTRICT LIFE MEMBERSHIP CHAIRMAN HOMER RINEHART. THE IOWA DISTRICT HAS HAD 16 LIFE MEMBERSHIP SUBSCRIPTIONS FILED SO FAR THIS YEAR. OUR QUOTA WAS 9, GIVING US 177.7% OF QUOTA. NO OTHER DISTRICT HAS ACHIEVED THIS HIGH OF A PERCENTAGE, THUS, WE LEAD ALL OTHER DISTRICTS THROUGHOUT INTERNATIONAL IN THIS DEPARTMENT.

**GOVERNORS MESSAGE:** THE CLOSE OF THIS ADMINISTRATIVE YEAR IS JUST AROUND THE CORNER. OUR 15 MONTH TERM WILL BE THE LONGEST THAT ANY GROUP WILL BE PRIVILEGED TO SERVE THIS GREAT ORGANIZATION OF OURS. AS THE TWILIGHT COMMENCES TO FALL ON OUR YEAR, WE PAUSE TO REFLECT UPON OUR ACCOMPLISHMENTS SINCE WE TOOK OFFICE WAY BACK IN JULY OF 1968. MANY THOUGHTS GO THROUGH ONE'S MIND. THOUGHTS SUCH AS: HAVE WE, BECAUSE OF OUR OPTIMISM, MADE THIS OLD WORLD OF OURS, JUST A LITTLE BIT BETTER PLACE IN WHICH TO LIVE? I THINK THE ANSWER IS, YES. - HAVE WE HELPED, IN SOME SMALL WAY, PREPARE THE YOUTH IN OUR COMMUNITY TO SHOULDER THE RESPONSIBILITIES THAT SOON WILL BE THEIRS TO BEAR? I THINK THE ANSWER IS, YES. - HAVE WE ENRICHED OURSELVES AS INDIVIDUALS BY ATTEMPTING TO ADHERE TO THE CREED THAT WE ALL HOLD SO DEAR? I THINK THE ANSWER IS, YES. - HAVE WE BROADENED OUR FELLOWSHIP AND FRIENDSHIP WITH OTHER MEN DURING THIS PAST YEAR BECAUSE OF OUR ASSOCIATION IN OPTIMISM? I THINK THE ANSWER IS, YES. - HAVE THE HOURS THAT WERE GIVEN TO OPTIMISM THIS PAST YEAR BEEN REPAID A THOUSAND FOLD THROUGH SELF BETTERMENT? I THINK THE ANSWER IS, YES. - - YES, GENTLEMEN, OUR YEAR IN OPTIMISM HAS BEEN PLEASURABLE, REWARDING AND FRUITFUL. AS WE ARE ABOUT TO CLOSE ANOTHER CHAPTER IN THE BOOK OF OUR SERVICE TO OPTIMISM, I ASK THAT EACH OF YOU RE-READ THE FIRST FEW PAGES IN ORDER THAT YOU MAY REDEDICATE YOURSELVES TO THE WORK OF OPTIMISM DURING THIS LAST MONTH THAT HAS BEEN AFFORDED YOU, AND THAT YOU NOT LAY YOUR BOOK ASIDE UNTIL IT IS FINISHED.

# FINAL OR YEAR-END STANDINGS IN 1968-69 REGIONAL AWARDS COMPETITION

**NOTICE:** This report covers the full 15-month administrative year, July 1, 1968 - September 30, 1969. The report used to determine the regional winners (Outstanding Governors) was based on standings as of September 30, which did not include membership changes reflected on the club September (1969) monthly reports and which were due by October 20, 1969. New Club Building figures are the same as the last report; however, Life Membership and Membership have changed considerably. In a number of cases, district and regional ratings have changed from the last report which determined the regional winners.

## VICE PRESIDENT BRADLEY

Dist.	New Club Building			Life Membership (x)			Membership		Avg Dist.
	Quota	Org'd.	% Attain.	Quota	Sales	% Attain.	Net Quota	Net Gain Or Loss	
CAPVA	4	2	50.0	14	16	50.0	147	- 17	33.3
FLA	8	16	200.0	30	42	50.0	317	379	123.2
GA	6	1	16.6	15	13	43.3	215	-285	20.0
NC	7	14	200.0	30	48	50.0	286	307	119.1
SC	5	1	20.0	9	9	50.0	166	- 92	23.3
Regional Average Per.									63.8

## VICE PRESIDENT BROOKS

CSILL	5	2	40.0	15	17	50.0	176	24	13.6	34.5	30
IOWA	5	5	100.0	9	18	50.0	151	165	109.3	86.4	15
MICH	7	5	71.4	24	27	50.0	265	24	9.1	43.5	26
NOILL	5	3	60.0	9	13	50.0	158	8	5.1	38.4	27
WISC	6	9	150.0	17	25	50.0	209	215	102.9	101.0	10*
Regional Average Per..									60.8		

- (x) 50% of Total Attained in LM. (Maximum credit for LM is Quota
- \* Top District in Region
- \* Top Region