

Wow....

Great numbers this week....

The snow is falling in some places and getting colder, while the weather keeps heating up in others.....no matter what the weather looks like in your part of the Country, the weather is surely boosting the 'Membership' teams to do great work.

This week's numbers are amazing....Divisions within 100ths of percent; I'm so excited to see the numbers each week!!!!

**Northwestern - Congratulations** - popping into 1st position to '**Lead the Way**', your Energy has ignited the spark, within numbers is the **Southern** Division along with **Central** Division (very close) numbers between the two; the **Western** Division maintaining growth as well as **Eastern** Division continues to grow and climb.

Great Job Membership teams, Nice, Nice work....Hard work....BUT very Nice.....

**Energy** - Northwestern Division 48.44%

**Earth** - Southern Division 47.43%

**Air** - Central Division 47.36%

**Fire** - Western Division 45.14%

**Water** - Eastern Division 40.03%

The BIG picture from last week -

Overall - 'WE' are up over **32,000** from *LAST WEEK* and over **3,700** in comparison to the numbers last year at this reporting time.

Be sure to take a peek into the comparable report - look closely into your Department...let the numbers be the 'spark' to ignite the Team.

Share ALL the numbers and reports throughout your Departments. It's always nice to see how you may stand up across the country and even more so within your Division amongst other Departments.

Healthy and Fun Competition is the 'spark'.



# *Be the 'Little Engine that Could'....and for that matter 'The Engine that Did'!!*

That was the statement during our 1st Quarterly zoom...  
Be the Engine that keeps on going, and going, and going....

Thank you to all who attended the 1st Quarterly zoom and/or was the representative for the Department.

Staying focused, grounded, and dedicated to the Mission, as the little engine (the Individual engine, the Unit engine and the Department engine) that 'Did' by remaining steadfast is how we continue to 'Lead the Way'.

## ***The entire Membership Team Says Thank You to everyone!!!***

***We are here to help, if you have questions, get stuck or just need to know what is what...reach out to the Team.***

April Kollmorgen (Dept of WI) - Central Division  
Karyl Horn (Dept of NH) - Eastern Division  
Lisa Moore (Dept of NE) - Northwestern Division  
Teresa Simmons Copeland (Dept of TX) - Southern Division  
Maureen O'Brien Sacco (Dept of CA) - Western Division

Have a Blessed and Safe Week.

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