

THE IMPORTANCE OF SUPPORTING AFSA's MEMBER SERVICE PROGRAMS

In its role of helping to improve the quality of life for the *Total Air Force* enlisted corps and family members, AFSA seeks member service/affinity providers and "value-added" programs to save members money and add quality-of-life-improving programs tailored to enlisted members' needs. AFSA can negotiate good deals with these providers based on its membership strength and the prospective amount of business these providers will do with members. The better the participation rate, the better deals AFSA can strike.

Currently, the association informs members about these programs through various means such as SERGEANTS Magazine, our Web site, UPDATE Newsletter, the weekly AFSA electronic newsletter, brochures, and many other means. Still, it is vitally important that our association's elected leaders at all levels get the word about these services and programs.

Why should you personally support these programs and encourage others to do so?

1. **Money Savings.** Most times if members participate in just one of the programs, their savings will more than pay for their \$25 annual membership fee. For instance, in many cases, GEICO auto insurance can save members hundreds of dollars over the competition in many states. Members can save \$50 off a cell phone by participating in the Verizon program. Members can save an average of \$18 off the price of Apple iPods and 17 percent off other computer devices. Between these, there's the potential of saving more 10 times the price of membership.
2. **Tailored Services.** Air Force enlisted members and their families have special needs in many cases; AFSA knows that because the AFSA's leaders have been there. As AFSA grows we have extra negotiating power to help ensure we can tailor and even create programs just for enlisted people. For instance, AFSA worked to create an on-line Banking Center so members can manage bank accounts and financial services from anywhere. There's also the Orion International "Job Board" through which retiring or separating from service enlisted members can look for jobs that utilize their special skills and training. Of course there are the TRICARE Supplements offered through AFSA's insurance program. Plus, AFSA and the Airmen Memorial Foundation both have scholarship programs tailored to the needs of enlisted families. In addition, the Auxiliary has its Educational Grants to help its members meet professional requirements of a career enhancement or change.
3. **The Bottomline.** Participation in these services and programs not only helps members' financial bottom line, but your association bottom line. And, why shouldn't it? Some of our program agreements designate that some royalties are paid to the association based on participation in the program. This just further strengthens your association and helps keep dues as low as possible. And, be assured, some of these royalties find their way into our Four Worthy Charities. Plus, these providers are proud to support the enlisted force. Rest assured, AFSA doesn't create or find providers to make money, they work to find providers that will provide services and programs our members have requested or that provides an exceptional benefit to our members.

Encouraging members to check out these services and programs is important to them and our, your, association. Therefore, it's important for you as one of our leaders to spread the word any way you can about the benefits of AFSA membership. The easiest way is enroll in and talk about the valuable AFSA services and programs. Information can be put in division and chapter newsletters and should especially be used in recruiting and retention efforts. Think of how many Airmen would be interested in the savings on IPODs and cellular phones. Those savings alone are well worth the expense of an AFSA dues.

Following is a vast array of services and programs offered through the association:

Verizon Wireless

Go to www.afsahq.org and click on the "Verizon" icon or call Verizon at (866) 784-8296

AFSA Banking Center

Go to www.afsahq.org and click on the "AFSA Banking Center" icon

Auto Rentals

Alamo: (800) 354-2322, Code 93804

Hertz: (800) 654-6511, Code 0010635

Eyewear & Contact Lenses

AFSA/Specs: (800) 804-4384

AFSA/Marsh Affinity Insurance Programs

Marsh Affinity: (800) 882-5541

Auto Insurance

GEICO: (800) 368-2734

Discount Travel & Vacations

Carlson Leisure Travel Services:

(866) 428-7448 or www.afsahq.org, click on the Carlson icon

Inglewood Travel Consultants:

(800) 873-6446

AFSA/MBNA Credit Card

(800) 789-6262, or www.afsahq.org

Privacy Assist

Offered through MBNA provides identity theft protection.

(800) 789-6262, or www.afsahq.org

Pentagon Federal Credit Union

(800) 247-5626

Capitol Hill Update Hotline

(800) 638-0594 (dial 400 at the prompt). Call any time

AFSA Bulletin

Published weekly, this bulletin not only provides up-to-date legislative information, it also provides other news of interest to enlisted members and informs them about their AFSA.

SERGEANTS Magazine

Scholarships

Go to www.afsahq.org and click on the "AFSA Education" icon

Apple

Go to www.afsahq.org and click on the Apple icon

FTD.com

Go to www.afsahq.org and click on the FTD icon and use code: 4578

AFSA VIDEO COLLECTION

TN Marketing Customer Service Toll-Free Number: 877-234-2472 or e-mail voices@cust-serv.net

ORION INTERNATIONAL

To post job openings and search for employment go to AFSA's Web site at www.afsahq.org and click on the Orion icon.

AFSA'S MEMBERSHIP DIRECTORY

AFSA's first Membership Directory is in full swing! At members' request AFSA has contracted Harris Connect, Inc. to update membership data and publish the directory. Harris Connect, Inc. has already contacted many members to verify their membership information and ask members if they'd like to participate in the directory. There are various prices.

The membership directory will be a great way to find friends with whom you've served in the Air force, and it will also contain historical information about AFSA and other important facts about our organization.

You may have already reserved your copy of the directory that will publish in December of 2006. If you have questions regarding your information that will be published, reserving a copy of the directory, or payment for the directory please use the following number to contact Harris Connect, Inc. with your questions. **Direct Customer Service/Questions regarding the directory to Harris Connect, Inc. – 800-877-6554**

OTHER WAYS AFSA MEMBERS CAN SAVE MONEY!

By going to AFSA's Web site and clicking on the appropriate icon, members can take advantage of the latest offers from:

- * **Office Depot**
- * **ADT Home Security**
- * **Earthlink**

Please take note: *These offers are only good through AFSA's Web site and change periodically at the vendor's discretion.*