



ATTACHED 2/

Aviation Association Management, Inc.

P.O. Box 9372

Wichita, Kansas 67277

DATE: September 26, 1988.

TO: VHPA Council

FROM: John Frank, AAM

SUBJECT: Promoting Scholarship Fund Donations

As the scholarship fund is likely to be the one permanent and lasting activity of the VHPA, we feel every effort should be made to encourage contributions from the membership.

One method we have found effective is to actively solicit a specific voluntary donation as part of the renewal process. This can be done by changing the renewal envelope along the following lines:

Annual Dues	\$20.00
Suggested VOLUNTARY	
Scholarship Fund Contribution	<u>10.00</u>
 TOTAL	 \$30.00
(Life Membership \$300.00)	

Amount Enclosed _____

With other organizations we have seen 25-30 percent of the membership make this additional contribution yearly. If this percentage held for the VHPA and the contribution was \$10 this would mean an additional \$7,000+ each year into the scholarship fund.

As this is voluntary and not an increase in dues, no constitution change would be required. The easiest time to introduce such a program would be when our current supply of renewal envelopes runs out. We estimate that this will occur in about 3 months.

We also believe the President should write each Life Member once a year encouraging them to donate to the scholarship fund, if they are in a position to do so.

I have enclosed a copy of the current renewal envelope for your review. (Yes, we will correct the spelling error at the next printing).

Respectfully Submitted,

John M. Frank

RENEWAL
APPLICATION



VIETNAM
HELICOPTER
PILOTS
ASSOCIATION

TO: _____

Please check your mailing labels and make any necessary changes to your address or personal data. Personal data should include Flight School Class, Tour Dates and Units, and Current Occupation.

Check Enclosed
 Please charge my _____ MasterCard _____ VISA

Exp. Date _____ My Account Number Is: _____

Signature _____

Mail renewal application
along with Annual Dues to:
VHPA, P.O. Box 9592
Wichita, KS 67277

Annual Membership \$20.00
 Life Membership \$300.00