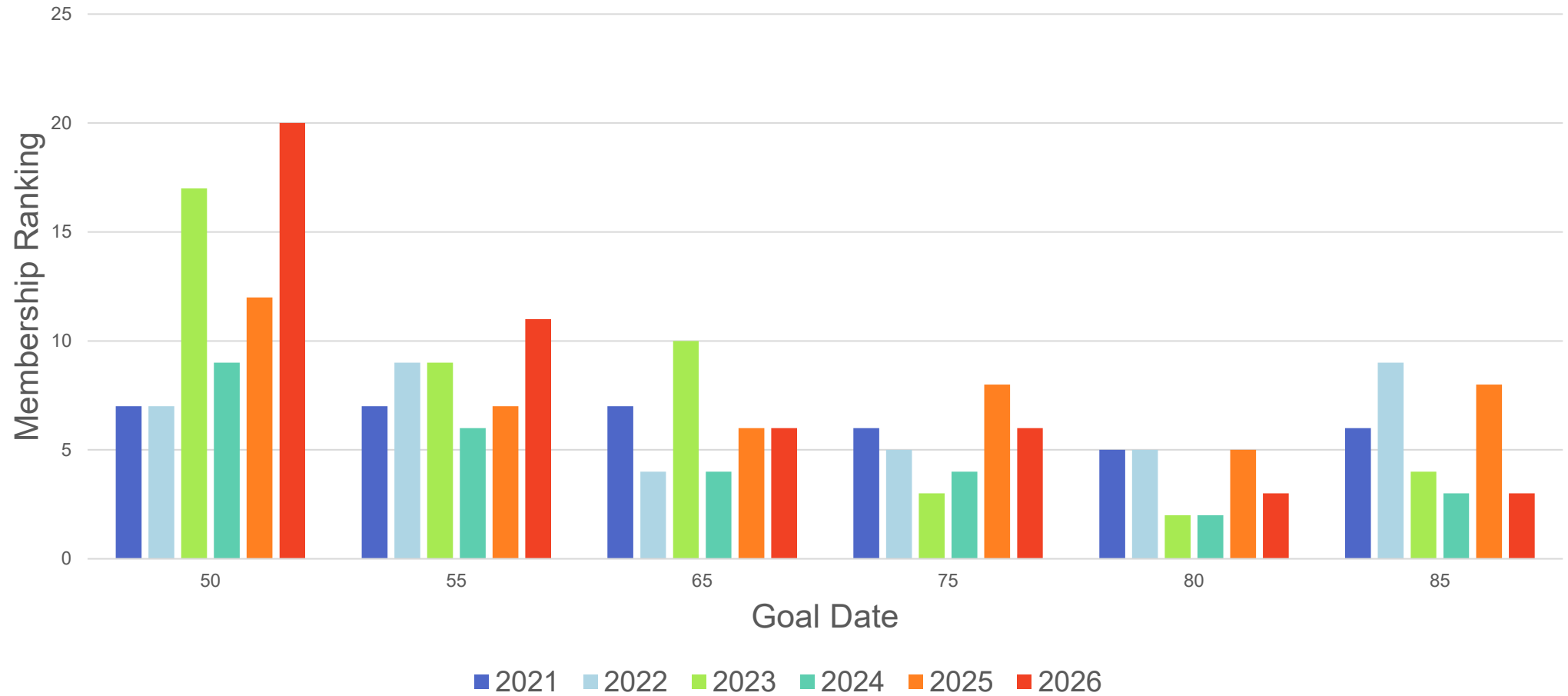




Membership
A Tale of Two Departments

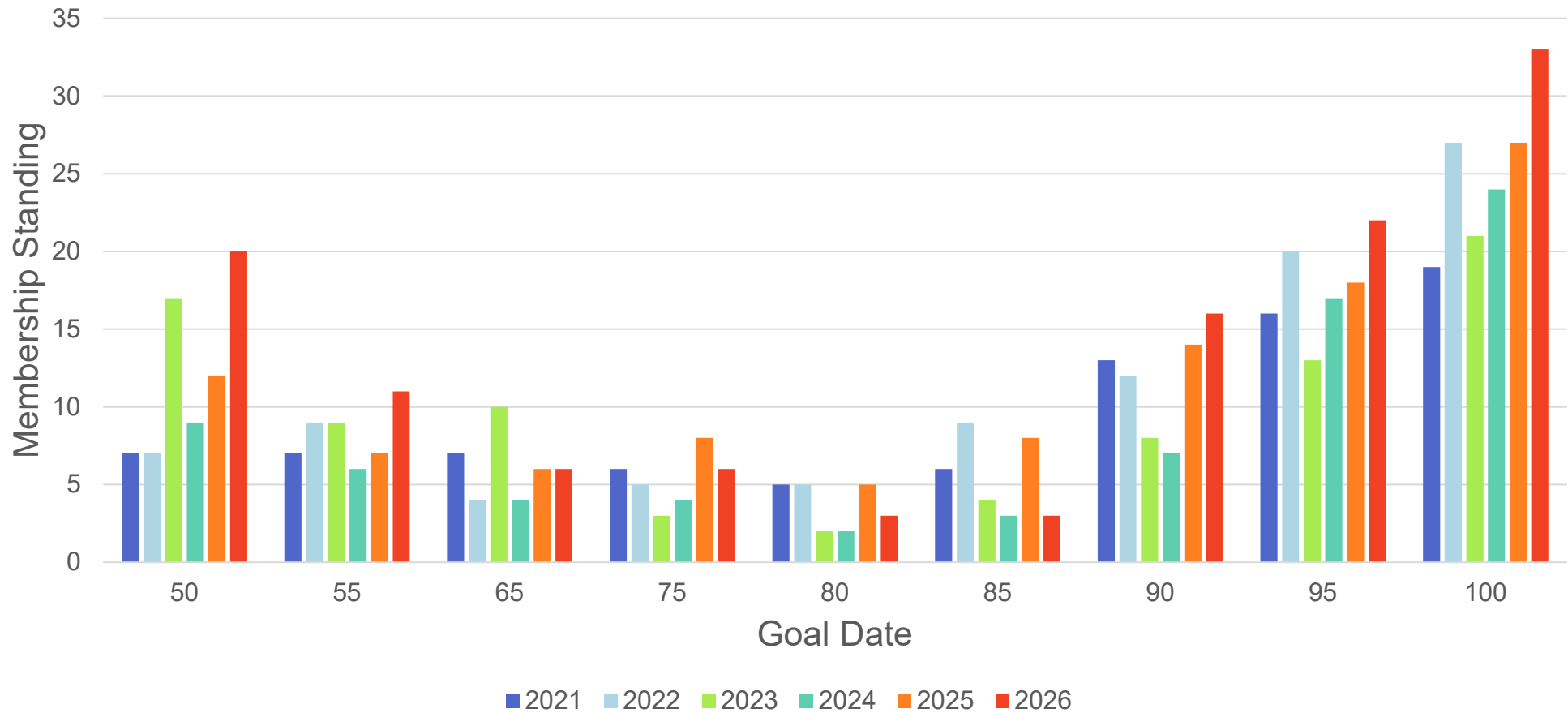
National Membership Ranking – Department 1



Iowa Department Leadership School – May 30, 2026



National Membership Ranking – Department 2



Iowa Department Leadership School – May 30, 2026



Tale of Two Departments

- What Changes At the 85% Goal Date

What is Our Membership Program for
the End of the Year?

Other Departments Move Ahead of
Iowa – What are They Doing

Tale of Two Departments

- Keep Doing What We Have Been Doing
 - Keep Getting the Same Result
- New Ideas for Incentive at Year-End
 - Who Can We Borrow Ideas From?