

# THE PIONEER PLAN

I am offering up a plan for assured and sustained growth. I say assured not for overly confident reasons, but because it has worked for every single chapter that has applied the concepts/steps and their success was in direct correlation to the degree to which they applied the steps/concepts.

Attached is yet another example of a chapter success; they garnered 18 potential new members in their FIRST weekend of applying the concepts we talked about just two weeks after I had met with them and they were only a 25 man chorus to begin with. Their goal is to be at 50 members by the end of January and they only started in December. (update: They were at 51 members by January 31<sup>st</sup>)

My suggested plan is this. I would be happy to share this training with the PIO board members so we can in turn all share these concepts with chapters and support them as we meet with our chapter contact chapters and with other chapters as circumstances allow. This will take a day of training, but I would be happy to do it if we would be willing to follow through so that it is worth all of our efforts. We could establish a day or do it after a convention on a Sunday. The benefit of convention is most of us would be there and it would cost us almost nothing. If we had everyone pulling on the same end of the rope we could really make something happen as I have a well laid out plan to allow us to get there if we should choose to embark upon the approach.

This approach carries with it new and even more effective concepts that lead to faster, more sustainable growth and has the added benefit of actually even being a LOT more fun than what we are doing right now with our meeting nights!

We would train our District Board first, but we could also open this training up to anyone in the District (or beyond should people ask) as it would help to jumpstart the approach and help get the word out and grease the skids for those chapters that should wish to jump in get growing. I'm sure we all want Pioneer to be just that, pioneers and if we can lead this charge we can earn that moniker again. Now this is an approach that SWD is unveiling in two weeks with me training their entire Board and Divisional Officers and it has all been laid out with each board member, operation team member, divisional managing director, et cetera, on how each position can support the growth in the District with these concepts. But, I think we may have a leg up, because we have an additional team of about 20 guys that are eager to in make some things happen in our Pioneer Superchargers. The key will be each of our involvement. If we are not in for that then the chain is only as strong as the weakest link.

As tired as we all will be, I still like the idea of having the training following convention. If that doesn't work, then my current schedule may be found at this link:

[www.tinyurl.com/paulsTravel](http://www.tinyurl.com/paulsTravel)

I think it will be great to continue to share things that we are doing as a District to really move things forward and to become a template for others to follow.

The key is going to be the board and I am really excited about this board like never before. So, let's get a date (or dates) and we should be in a good place to make some things happen.

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