



*Serving Christ and the
world through pharmacy*

MEMBERSHIP REPORT- JUNE 2014 TO NOVEMBER 2014

TO: CPFI Board Members

FROM: Suzanne Hussar, Vice-President, Membership Chairman

**DATE: CPFI Board Meeting – November 6, 2014 – Global Missions Health Conference -
Louisville, Kentucky**

A - CPFI Memberships

- Professional Pharmacist Members
412 active and paid (3 % decrease from Oct. 2013)
227 delinquent – 1 year or less (125 of these delinquent members are 2012, 2013, 2014 graduates)
952 delinquent – greater than 1 year (1-6 years) (595 of these delinquent members are 2012, 2013, 2014 graduates)
Membership retention is a very important concern.
- Student Members
541 active and paid – (12 % decrease from Oct. 2013))
299 delinquent - 1 year or less The largest number (134) of delinquent students 1 year or less are in their P4 Year
275 delinquent - greater than 1 year
- Total Active and Paid Professional and Student Members – 953 as of 10/31/14

B – During the Past 5 Months

- Due to the large number of delinquent members, a phone calling strategy was developed by several concerned Board members (Greg Carlson, Jeff Copeland, Sue Hussar) and our Administrative Director, Nena Lindrose. Along with Greg, Jeff, and Sue, we asked for volunteers from our Board to make calls to our professional delinquent members. Four additional Board members volunteered. From our delinquent lists, we started with the most recent delinquent names from 4/2014 through 7/2013 each volunteer receiving approximately 30 names. We provided talking points and a sheet to record feedback from the calls. We have an e-mail that will be sent out to our members asking for volunteers to contact me if they would be interested in contacting delinquent members through phone calls.

- Contacted by personal e-mail or letter those who attended the AACP (American Association of Colleges of Pharmacy) CPFI Prayer Breakfast held in Dallas (7/2014) encouraging them to join or renew their membership with CPFI.
- Distributed CPFI brochures and Membership applications at the NCPA (National Community Pharmacists Association) non-denominational service in Austin(10/2014)

C – For the Future

- Continue to contact (phone calls or e-mails) delinquent members using lists provided by Nena.
- I am open to and would appreciate ideas from our Board Members to stimulate membership growth with both professionals and student pharmacists.
- I think it is important to address the membership retention issue of recent pharmacy graduates.

9-May-13

| | Paid Up | 0-3 Mo. | 4-6 Mo. | 7-12 Mo. | 0-12 Mo. | Sub-Total | > 12 Mo. | Total |
|--------------|---------|---------|---------|----------|----------|-----------|----------|-------|
| Professional | 425 | 61 | 108 | 163 | 332 | 757 | 437 | 1194 |
| 2012 Grads | 30 | 1 | 16 | 19 | 36 | 66 | 0 | 66 |
| 2013 Grads | 38 | 5 | 65 | 100 | 170 | 208 | 154 | 362 |
| Student | 595 | 42 | 165 | 90 | 297 | 892 | 53 | 945 |
| Pre-Pharm | 10 | 0 | 1 | 0 | 1 | 11 | 0 | 11 |
| P-1 (2017) | 5 | 3 | 17 | 1 | 21 | 26 | 0 | 26 |
| P-2 (2016) | 202 | 2 | 14 | 2 | 18 | 220 | 6 | 226 |
| P-3 (2015) | 211 | 23 | 62 | 24 | 109 | 320 | 9 | 329 |
| P-4 (2014) | 165 | 14 | 71 | 63 | 148 | 313 | 53 | 366 |
| | 1020 | 103 | 273 | 253 | 629 | 1649 | 490 | 2139 |

10-Oct-13

| | Paid Up | 0-3 Mo. | 4-6 Mo. | 7-12 Mo. | 0-12 Mo. | Sub-Total | > 12 Mo. | Total |
|--------------|---------|---------|---------|----------|----------|-----------|----------|-------|
| Professional | 426 | 37 | 35 | 157 | 229 | 655 | 510 | 1165 |
| 2012 Grads | 22 | 1 | 7 | 23 | 31 | 53 | 12 | 65 |
| 2013 Grads | 36 | 6 | 3 | 85 | 94 | 130 | 206 | 336 |
| Student | 614 | 151 | 19 | 217 | 387 | 1001 | 130 | 1131 |
| Pre-Pharm | 10 | 2 | 0 | 16 | 18 | 28 | 9 | 37 |
| P-1 (2017) | 84 | 0 | 3 | 104 | 107 | 191 | 31 | 222 |
| P-2 (2016) | 201 | 56 | 1 | 92 | 149 | 350 | 86 | 436 |
| P-3 (2015) | 195 | 48 | 7 | 4 | 59 | 254 | 4 | 258 |
| P-4 (2014) | 121 | 45 | 8 | 0 | 53 | 174 | 0 | 174 |
| | 1040 | 188 | 54 | 374 | 616 | 1656 | 640 | 2296 |

21-May-14

| | Paid Up | 0-3 Mo. | 4-6 Mo. | 7-12 Mo. | 0-12 Mo. | Sub-Total | > 12 Mo. | Total |
|--------------|---------|---------|---------|----------|----------|-----------|----------|-------|
| Professional | 454 | 61 | 80 | 101 | 242 | 696 | 872 | 1568 |
| 2012 Grads | 15 | 2 | 7 | 2 | 11 | 26 | 40 | 66 |
| 2013 Grads | 21 | 2 | 14 | 11 | 27 | 48 | 291 | 339 |
| 2014 Grads | 64 | 14 | 38 | 60 | 112 | 176 | 199 | 375 |
| Student | 532 | 39 | 59 | 146 | 244 | 776 | 153 | 929 |
| Pre-Pharm | 19 | 0 | 2 | 2 | 4 | 23 | 1 | 24 |
| P-1 (2018) | 13 | 0 | 0 | 1 | 1 | 14 | 0 | 14 |
| P-2 (2017) | 150 | 1 | 1 | 0 | 2 | 152 | 19 | 171 |
| P-3 (2016) | 199 | 16 | 24 | 78 | 118 | 317 | 22 | 339 |
| P-4 (2015) | 151 | 22 | 32 | 65 | 119 | 270 | 111 | 381 |
| | 986 | 100 | 139 | 247 | 486 | 1472 | 1025 | 2497 |

31-Oct-14

| | Paid Up | 0-3 Mo. | 4-6 Mo. | 7-12 Mo. | 0-12 Mo. | Sub-Total | 1-6 Yrs. | Total |
|--------------|---------|---------|---------|----------|----------|-----------|----------|-------|
| Professional | 412 | 67 | 40 | 120 | 227 | 639 | 952 | 1591 |
| 2012 Grads | 13 | 1 | 3 | 7 | 11 | 24 | 42 | 66 |
| 2013 Grads | 12 | 6 | 6 | 15 | 27 | 39 | 301 | 340 |
| 2014 Grads | 36 | 21 | 8 | 58 | 87 | 123 | 252 | 375 |
| Student | 541 | 190 | 7 | 102 | 299 | 840 | 275 | 1115 |
| Pre-Pharm | 19 | 0 | 0 | 0 | 0 | 19 | 1 | 20 |
| P-1 (2018) | 13 | 0 | 0 | 2 | 2 | 15 | 1 | 16 |
| P-2 (2017) | 150 | 45 | 1 | 1 | 47 | 197 | 19 | 216 |
| P-3 (2016) | 199 | 71 | 3 | 41 | 115 | 314 | 88 | 402 |
| P-4 (2015) | 151 | 73 | 3 | 58 | 134 | 285 | 164 | 449 |
| | 953 | 257 | 47 | 222 | 526 | 1479 | 1227 | 2706 |

From 1 year ago: Percent Increase/Decrease

| | Paid Up | 0-3 Mo. | 4-6 Mo. | 7-12 Mo. | 0-12 Mo. | Sub-Total | > 12 Mo. | Total |
|--------------|---------|---------|---------|----------|----------|-----------|----------|-------|
| Professional | 3% | 81% | 14% | 24% | 1% | 2% | 87% | 37% |
| Student | 12% | 26% | 63% | 53% | 23% | 16% | 112% | 1% |
| | 8% | 37% | 13% | 41% | 15% | 11% | 92% | 18% |