Using the New Renewal Notice / Billing System: Information for Lodge Secretaries and Members

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Things You Will See in this Presentation

- Overview of the new billing system
- Results since system implementation
 - Implementation issues that have occurred and been resolved
- Information for Lodge Secretaries: Step by Step
 - Mailing / Postage issues that must be addressed
- Information for Members: Step by Step
- Where we go from here The future

Old Model

- Direct mail
 - Costs 55 cents / mailing / person
- Lodge picks up the cost for
 - Paper
 - Printing
 - Ink
 - Envelope
 - Return envelope
 - Credit Card Fee



Other Issues and costs

- Not for Profit Mailing Permit = \$275 / Yr.
- 200 piece minimum per mailing
- Need to be sorted by zip code for each mailing
- Does not include
 - Time to print the bill
 - Time to stuff the envelope
 - Travel and wait time at the post office
 - Other issues
- General Estimated cost
 - 77 cents to 1 Dollar / member



NEW GL BILLING PROGRAM

Lodge Secretary only - sign up access

https://www.elks.org/clms2web/osg.cfm





New Billing System

- Is Optional
- OPT IN when you want, OPT OUT when you want
- Modernizes payment options without adding fees
- Estimated Cost for renewal = 32 cents / member / renewal
 - Includes
 - Postage, Paper, Ink, Envelope, Return Envelope, and Credit Card Fees (if Applicable)
 - Billed by Grand Lodge to the local lodge

New Billing System

- No minimum is required by the lodge
- No sorting by the Lodge Secretary
- No issues with printing, stuffing, sorting, etc.



Expected Fiscal Saving

New method saves 42% to 68% depending on the Lodge

Expected labor saving = 50 - 100 hours / year

Address Issues



Grand Lodge Mails Address Services

Requested Change of Address costs 63 cents
 Pieces are Forwarded to New Address

Lodge Secretary needs to correct addresses in CLMS ASAP

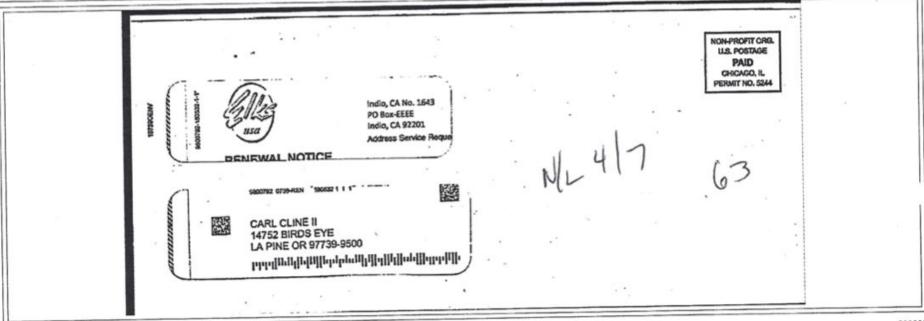
If not corrected piece will be determined Undeliverable and discarded.



FORM 3547 fee due \$0.63

Restricted Data

First-Class Mail Postage and Fees Paid USPS Permit No. G10



OLD:

CLINE II 14752 BIRDS EYE LA PINE OR 97739-9500

NEW:

46618 MADISON ST SPC 24 INDIO CA 92201-5332

02/22/21 18:22 4401440001351 cl:3 proc:20210222 eff:20200827 PLANET: Id:00 Code:27110325831320594197739950052 TO THE POSTMASTER OF

PO BOX EEEE INDIO CA 92202-9998

այլություրելիցուկներիկարությերցիկությ



Other Things to Note

- Again!!!!! Addresses and phone numbers need to be up to date !!!!!
 - Incorrect address materials are returned to post office and destroyed
 - Important for snow birds
 - Members with Dues Waived need to be waived before submission of names to OSP

Sample Invoice





Elks Lodge #782 201 Howard Blvd. Mt. Arlington, NJ 07856

ADDRESS SERVICE REQUESTED

JOE CUSTOMER 123 MAIN STREET ANYTOWN, USA 12345-6789

Elk 20 Mt.



 Statement Date
 August 01, 2020

 BPOE Lodge Number
 782

 Member Number
 12345

 Total Amount Enclosed
 \$

Please make payable to:

DUES RENEWAL NOTICE

000123456789000000000000000000

Please detach and return above portion with your payment.

Renewal Notice	
Statement Date	Au

 Statement Date
 August 01, 2020

 BPOE Lodge Number
 782

 Member Number
 12345

Summary of Charges

Description	Amount		
Regular - Current Dues 12 Mos	\$57.00		
Current per capita dues and assesments for Grand Lodge and State Association in accordance with the Constitution	\$19.00		
State Assessment Fee	\$2.00		

All amounts in U.S. Dollars	\$	"All transactions	Total:	\$78.0
Elks National Foundation	\$10.00	□ Enclosed	\$	itemized
State Major Project	\$10.00	☐ Enclosed	\$	
Veterans Committe	\$10.00	☐ Enclosed	\$	
Youth Activities Committe	\$10.00	□ Enclosed	\$	
Other Lodge Project	\$10.00	☐ Enclosed	\$	

HOW TO RENEW:



Fast, easy and secure: Online payments are now available. Log into www.revopay.com/elks and pay with a credit or debit card.

Pay by check via postal mail: Checks must be drawn on an account that will clear through a U.S. bank and accompany the form below via postal mail.

Featured Benefits



Your Membership Matters!

Your Membership in the Elks matters to our Veterans and our Youth. Even if you're not active as you would like, your Membership is making a difference in many lives in our community. We sincerely hope you will not allow your Membership to lapse.

Please renew your membership TODAY. Pay online with your credit or debit card.

Your Membership Matters and we need you!

Other Information

- Members can pay by check, electronic check or credit card
 - Member pays convenience fees for EC or CC (about 3.5%)
 - Is noted on the invoice

- Form has optional donation boxes (ENF, Golf, Youth Activities, etc.)
- No additional letters are included Just the invoice
- Member can send in payment to the lodge by mail if desired.

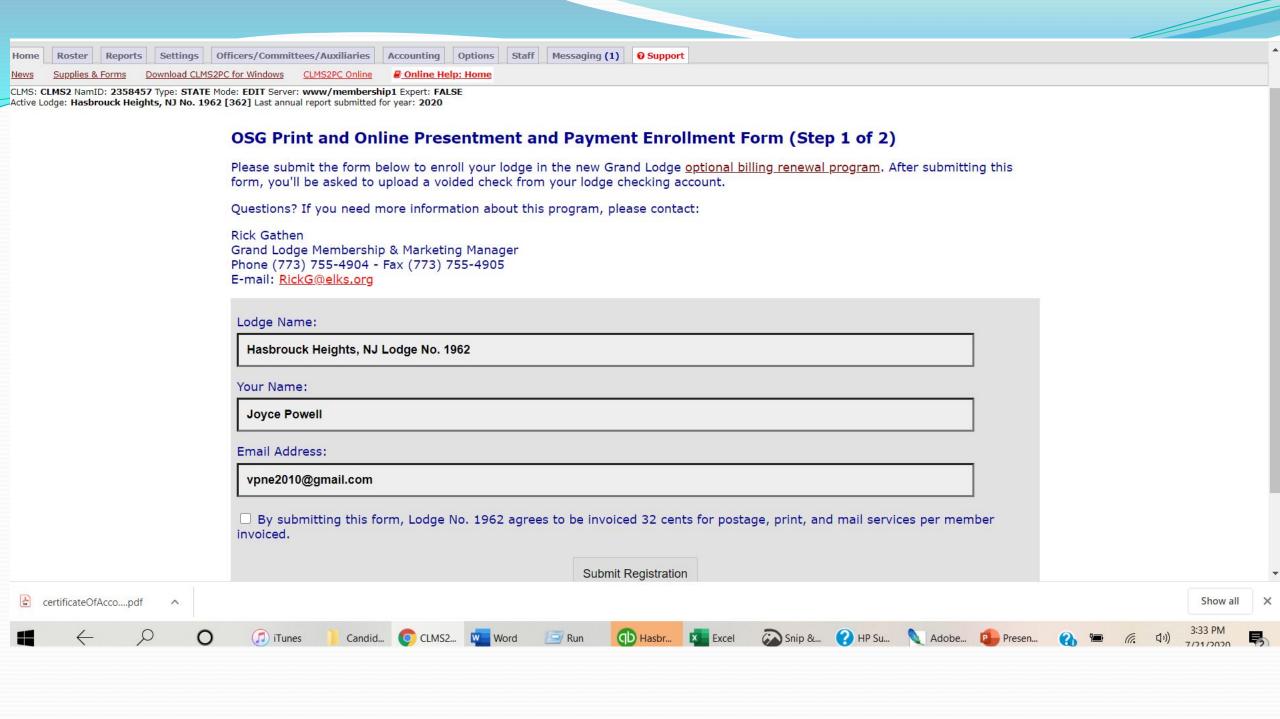
- Reports are submitted to the Lodge Secretary daily
- No By-Law changes at the local lodge are required
- KEY: Lodge Secretary posts payments on CLMS and sends the membership card --- N0 Change from the past

How to Pay GL

- Lodge pays Grand Lodge via electronic transfer up front for the cost
 - Same as purchasing postage stamps before mailing

How To for Secretaries

Go to CLMS, Click on Support





Elks - Online Payment Portal Information

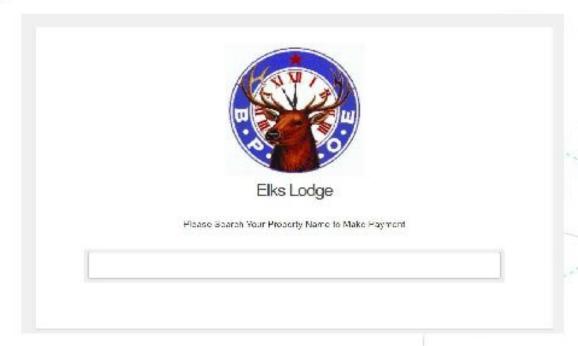




A "how to" guide to the site

Search for your Elks Lodge

- You will use the following URL:
- https://search.revopay.com/elkslodge
- You will enter the lodge name or number in the space provided





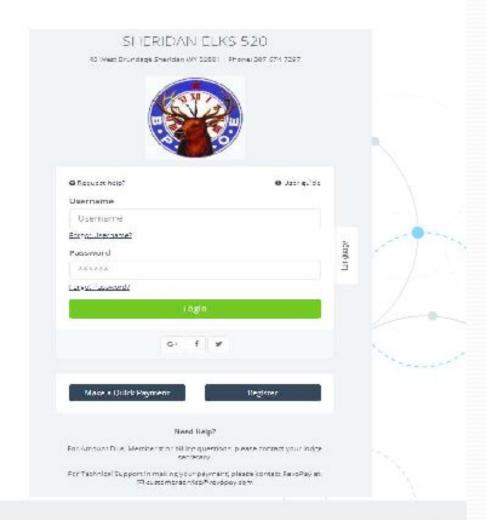
Search for your Elks Lodge

- · As an example, you will see the Lodge name and number
- · Beneath the box there will be a highlighted link to select to open the payment page for the Lodge
- Click here to go to the payment page.... Will be what you see and select



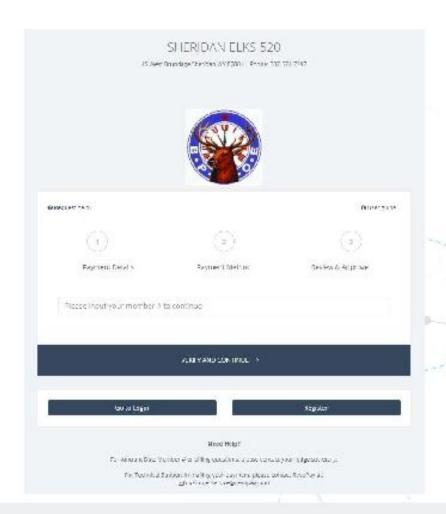


- Once on the payment page, you can register or make a quick payment (one-time, non-registered payment)
- If you register, you can store payment info credit / debit card info for future payments
- You will need to enter your member number to register or make a quick payment
- If you don't have your member number, you will need to enter your first and last name to validate being part of the lodge





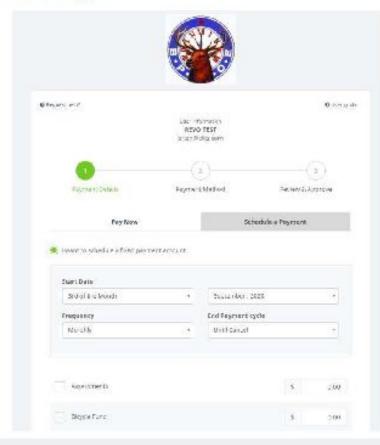
- Once the member enters their member number, they will see the items specific to your lodge to pay.
- The member will need to enter the amount as shown. on the dues notice for Membership Dues and Grand Lodge / State Assessments.
- The additional contributions your lodge supports will be listed as well. The member will simply enter the amount they want to contribute.
- . The member will enter their credit / debit card info and make the payment
- The member will receive a confirmation number of a successful transaction to keep for your records
- The transaction will be one amount and the detailed breakdown of the payment will be provided on the Admin site.

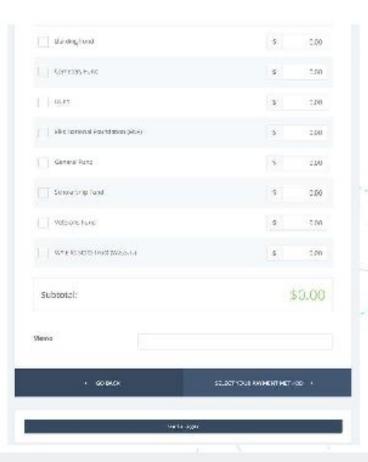




This slide is simply two screen shots showing the payment page dues, assessments and the additional contributions for the lodge.

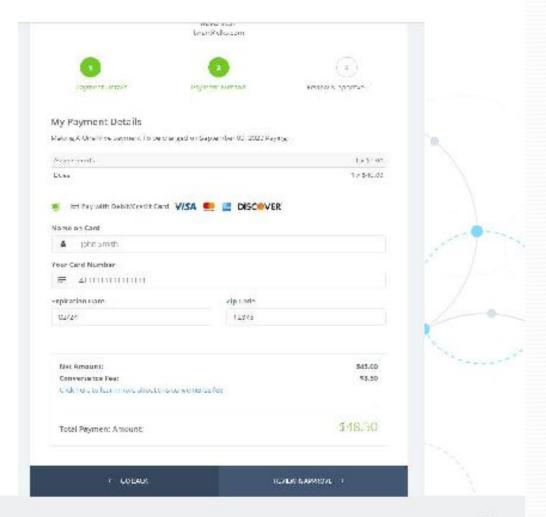
The page will show this as 1 vertical column, however, I created this look of 2 images to just show an example of the page.







This slide is simply a screen shot of the actual location where the member will enter their credit / debit card info and execute the transaction.







Elks - Online Payment Portal Information - Admin Dashboard

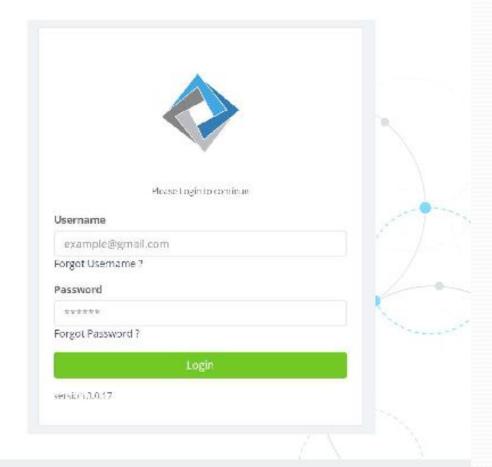




Lodge Administrator Info

Your Lodge Admin page

- · You will use the following URL: app.revopay.com
- You will enter your username and password (provided by Brian @OSG)
- You will need to select your lodge name and number
- · This will give you access to the admin site of your payment page to see the detailed information on the payments made by members



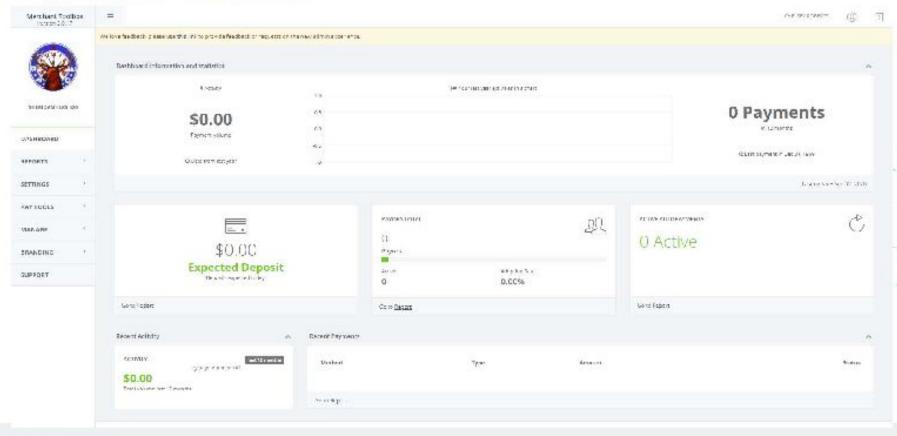


Lodge Admin Dashboard

- · As an Admin of your lodge's site, you will have access to the settlement and transaction reports of payments made by your members.
- The Dashboard will give you a better view of payments, amounts, additional reports, etc..
- · The Settlement report will be emailed to the email address on the Revo application as payments are made. If no payments are made, no report will be sent.
- The payments made by the member will be broken out for you to see the amounts for Dues, Assessments and the individual contributions a member has contributed to. The member will pay one amount, but the detail breakdown will be available to you on the site.
- The next couple of slides will give you an idea of what you will see once in the site
- We will record a session of going through a site to show you what will be available to you once a payment is made. Brian will provide a link to this session

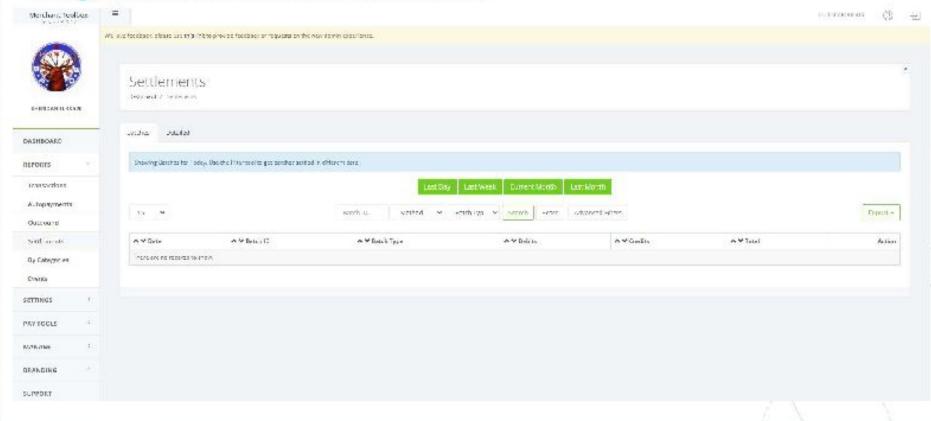


Lodge Admin dashboard



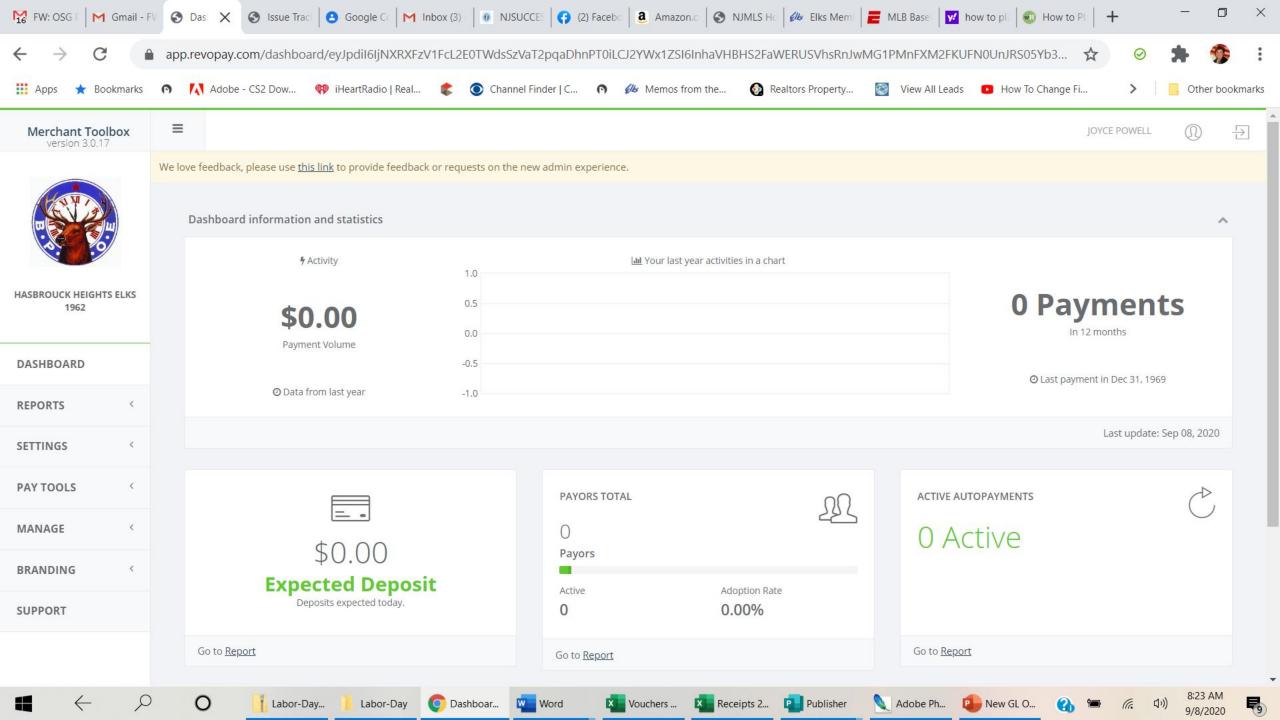


Lodge Admin Dashboard continued





Date	Batch	Company	Company	Paypoint I	Paypoint I	Payor's na	Payor's M	Туре	Credit	Debit		Transaction ID
7/23/2020	123456	Elks Lodge	ELKS	River View	123	John Samp	123456	Credit Card	1000	()	1.52E+09
7/23/2020	123457	Elks Lodge	ELKS	River View	123	John Doe	654321	Credit Card	1500	C)	1.52E+09
7/23/2020	123458	Elks Lodge	ELKS	River View	123	Sally Smith	987654	Credit Card	1600	C)	1.52E+09
7/23/2020	123459	Elks Lodge	ELKS	River View	123	Jane Johns	456789	Credit Card	1700	C)	1.52E+09



STEP BY STEP INSTRUCTIONS FOR NEW BILLING SYSTEM

- Lodge Secretary receives daily spreadsheet showing who paid dues
- From the spreadsheet, secretary reports members paid in CLMS 2 Web
- Lodge Secretary mails membership card to new payees
- Lodge Secretary either totals the spreadsheet or prints out a Daily Transaction Report from CLMS2 PC
- Lodge Secretary gives to treasurer the correct amounts received in order for Lodge Treasurer to update the incoming deposit to appropriate G/L chart of accounts:

Prepaid Regular Dues (prior to April 1)

Prepaid Life/Honorary Life Dues (prior to April 1)

Regular Dues (after April 1)

Regular Life/Honorary Life (after April 1)

Prepaid G/L Fees

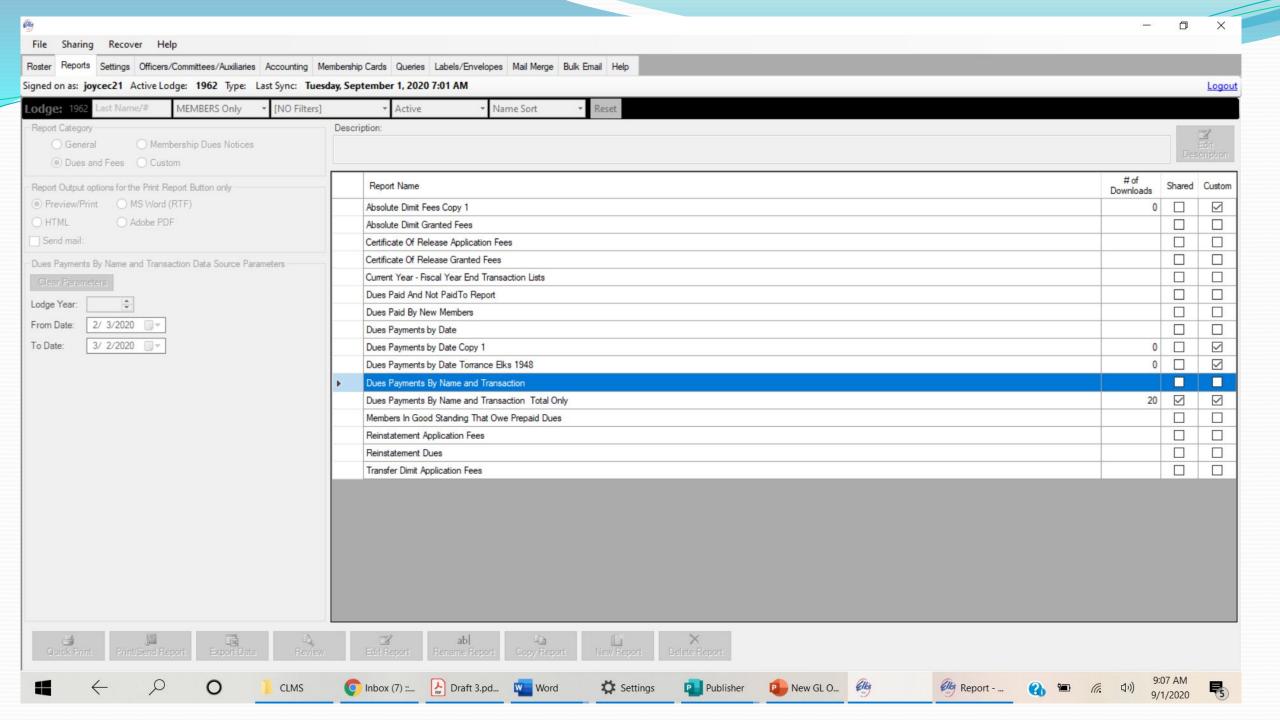
Prepaid State Fees

G/L Fees

State Association Fees

Any Optional Dues

• Lodge Treasurer may need to transfer funds from general checking account to charity account depending on whether there were optional dues received that would normally be deposited into Charity Account.





Hasbrouck Heights No 1962

DUES PAYMENT BY NAME AND TRANSACTION

FOR

2/3/2020 Thru 3/2/2020

Member Number Name	Dues Paid Thru ame Date Type		scription	Remitted By Indiv	Remitted By Lodge	Date Paid
ZZZZZZ ZZZ Gra	nd Totals		WWW.	1.1111111111	1/1/95	
		PLP/02	- (8) Life - Prepaid Dues	\$200.00	\$0.00	
		PLP/09 Insurance	- (23) Regular - Prepaid GL	\$154.00	\$7.00	
			- (23) Regular - Prepaid GL Per	\$143.00	\$6.50	
		PLP/11	- (23) Regular - Prepaid State Fees	\$44.00	\$2.00	
		PLP/12	- (8) Life - Prepaid GL Insurance	\$56.00	\$0.00	
			- (8) Life - Prepaid The Elks	\$44.00	\$0.00	
		PLP/14	- (8) Life - Prepaid State Fees 1	\$16.00	\$0.00	
			- (1) Regular - Current GL Insurance	\$5.00	\$0.00	
		CLP/20 Capita	- (1) Regular - Current GL Per	\$6.50	\$0.00	
		CLP/21	- (1) Regular - Current State Fees 1	\$2.00	\$0.00	
		PLP/4E Mos	- (23) Regular - Prepaid Dues 12	\$1,150.00	\$0.00	
		PLP/4F Maga	- (23) Regular - Prepaid The Elks	\$121.00	\$5.50	
		PLP/4M	- (8) Life - Prepaid GL Per Capita	\$52.00	\$0.00	
		OD /51	- (10) BULLETIN BOOSTER	\$100.00	\$0.00	
		OD /52 FOUNDA	- (15) ELKS NATIONAL	\$270.00	\$0.00	
		OD /53 FUND	- (12) LODGE SCHOLARSHIP	\$120.00	\$0.00	
		OD /54	- (12) ARMY OF HOPE	\$124.00	\$0.00	
		CLP/5F	- (1) Regular - Current Dues 12 Mos	\$50.00	\$0.00	
		CLP/5G Magaz	- (1) Regular - Current The Elks	\$5.50	\$0.00	
		- 1		\$2,663.00	\$21.00	
9/1/2020 8:06 AM	User: joycec21 Re	ep Template:		tf_CLMS_l ter	_istActgTranF	Regis
Last Syn	c Date: 9/1/2020 7:01 AM (CST I	Last DB Update: 8/14/2020 9:02	AM CST		
0 0	Lodge ID: 362; Lodge: 196	CO. Datail ID.	0. 1 - d V F D-t 200	00 00 00 T	- D-4 0000	00













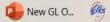
















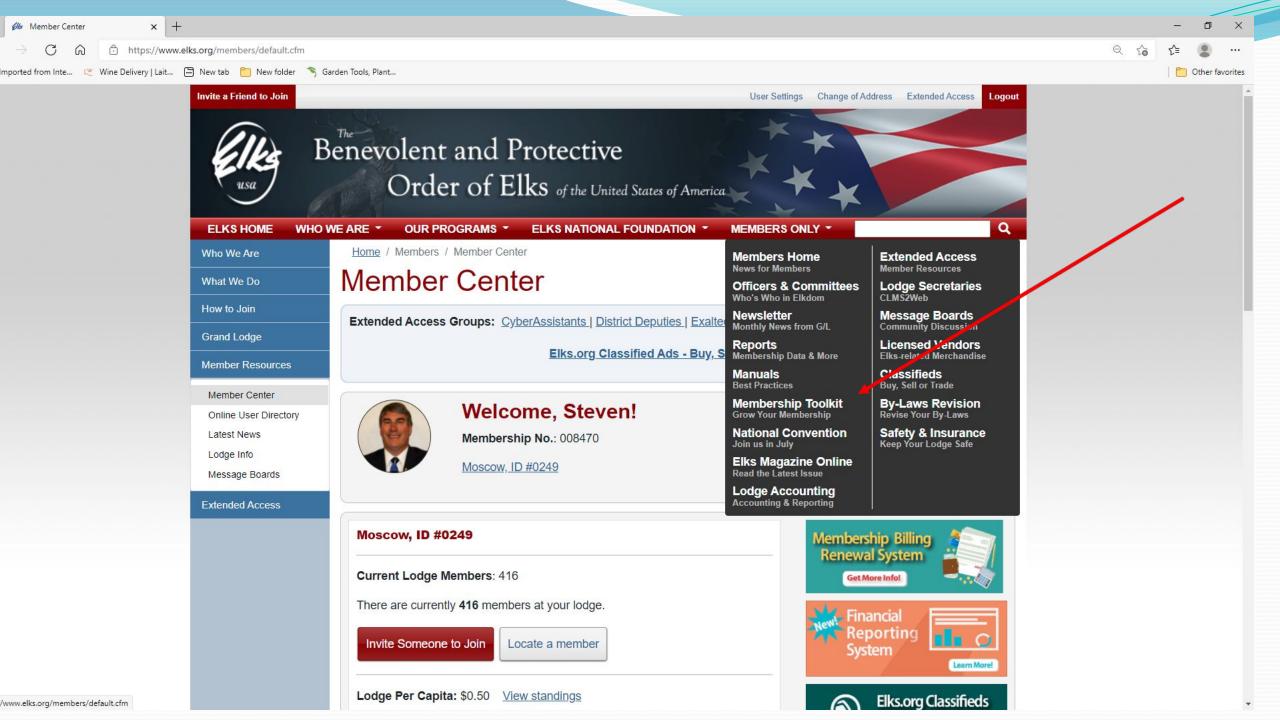


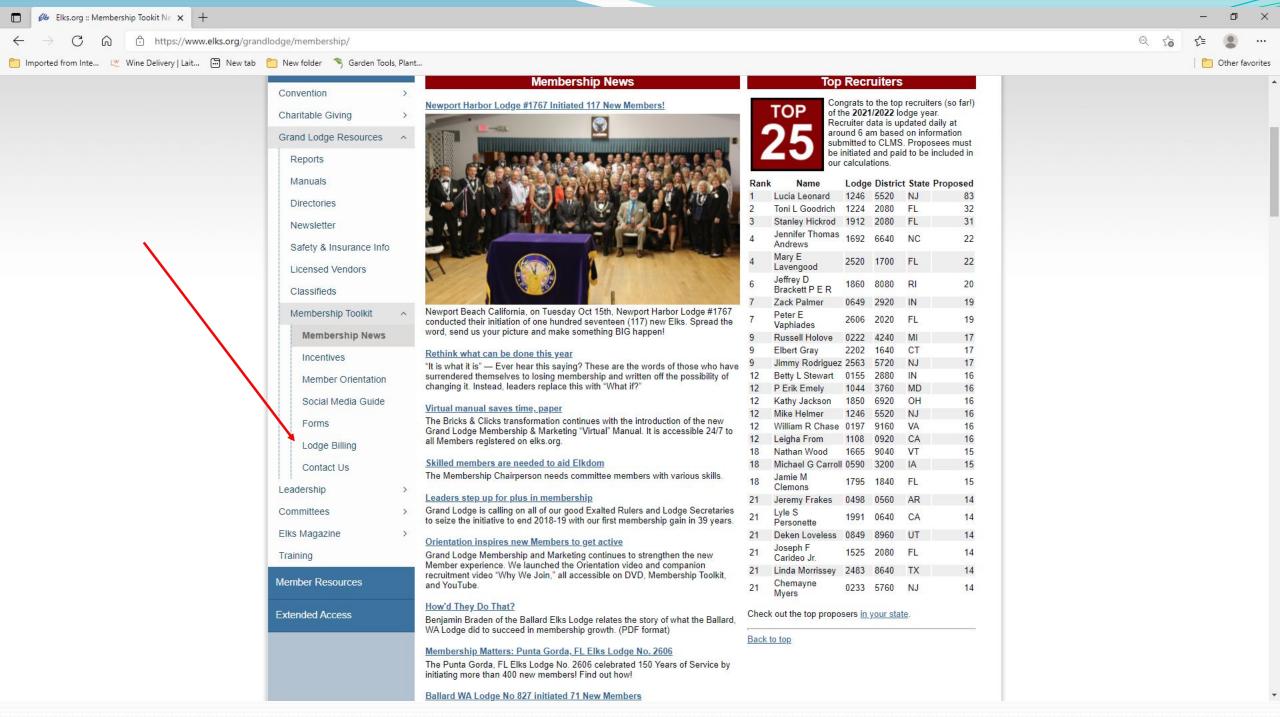


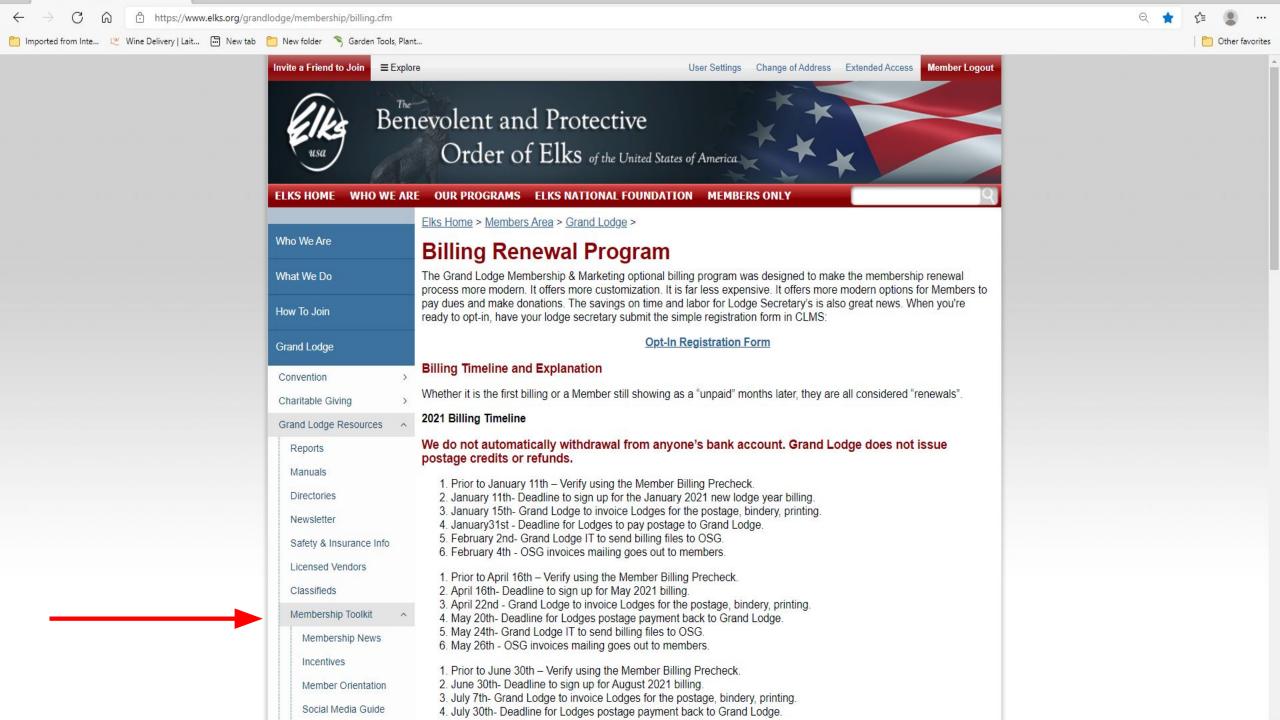












Opt. Out and FAQs Sections

- If you've already registered to participate in this program, there's no need to opt-in again. You'll be automatically enrolled if all future mailings. If you'd like to cancel your participation, click the "Cancel our Participation" button online:
- https://www.elks.org/clms2web/osg.cfmNEW Optional Billing Renewal Program FAQs

Print Version to the Information

- www.elks.org
- Member's only
- Membership toolkit
- Lodge Billing

Using the New Renewal Notice System: Information for Members

Sample Invoice





Statement Date **BPOE Lodge Number** 12345 Member Number **Total Amount Enclosed**

ADDRESS SERVICE REQUESTED

Ոլկանըգտներիիցնաբարժիրինսնվայնիակիրի

JOE CUSTOMER 123 MAIN STREET ANYTOWN, USA 12345-6789

DUES RENEWAL NOTICE

Please make payable to:

Remittance Section

ELKS LODGE #782 201 HOWARD BLVD. MT. ARLINGTON, NJ 07856

վարարի անդարարանի արդանակության անդարարի անդարարի անդարարի անդարարի անդարարի անդարարի անդարարի անդարարի անդար

000123456789000000000000000000

Please detach and return above portion with your payment.

Renewal Notice

Statement Date August 01, 2020 BPOE Lodge Number 12345 Member Number

Summary of Charges

Description	Amount
Regular - Current Dues 12 Mos	\$57.00
Current per capita dues and assesments for Grand Lodge and State Association in accordance with the Constitution	\$19.00
State Assessment Fee	\$2.00

All amounts in U.S. Dollars		"All transaction	Total:	\$78.00
Elks National Foundation	\$10.00	☐ Enclosed	\$	
State Major Project	\$10.00	☐ Enclosed	\$	
Veterans Committe	\$10.00	☐ Enclosed	\$	
Youth Activities Committe	\$10.00	☐ Enclosed	\$	
Other Lodge Project	\$10.00	☐ Enclosed	\$	

Featured Benefits



Your Membership Matters!

Your Membership in the Elks matters to our Veterans and our Youth. Even if you're not active as you would like, your Membership is making a difference in many lives in our community. We sincerely hope you will not allow your Membership to lapse.

Your Membership Matters and we need you!



NEW! Fast, easy and secure: Online payments are now available. Log into www.revopay.com/elks and pay with a credit or

Pay by check via postal mail: Checks must be drawn on an account that will clear through a U.S. bank and accompany the form below via



Please renew your membership TODAY. Pay online with your credit or debit card.

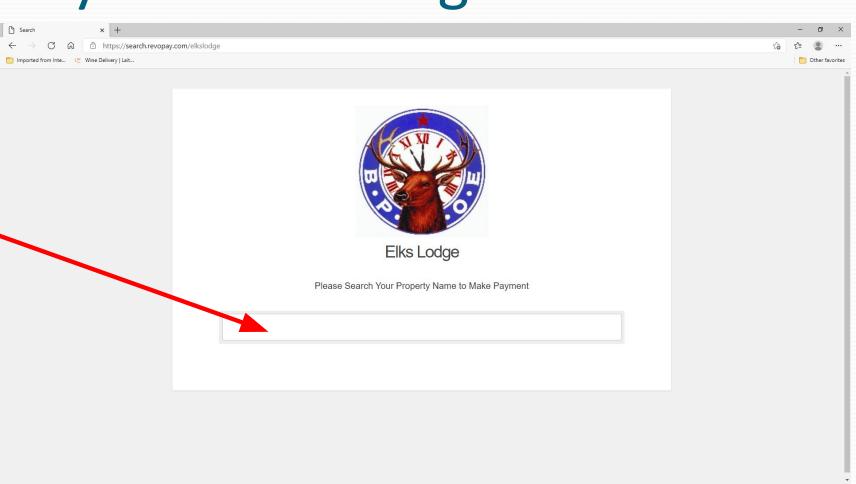
Have you moved or changed your phone number?					
Please provide your new address or teleph	none number and return this portion with your paymen	t. Your records will be	updated on request		
Effective Date:	Account Name:				
New Address:	City:	State:	Zip:		
Contact Name:	Phone Number:				
Work Number:	Signature:				

After Receiving the Billing Notice

- Identify what you want to pay on your paper notice
- Click on the following link found in the How to Renew Section
 - Search.revopay.com/elks lodge

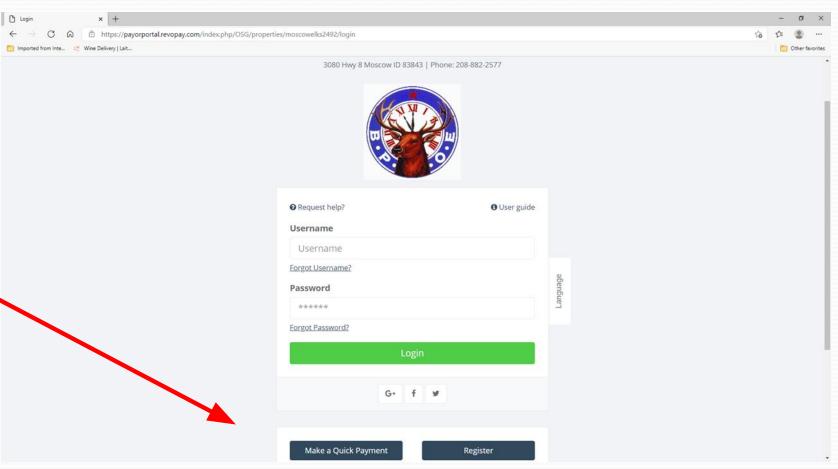
The Link Takes you to this Page

- Type in yourElks Lodge #
- E.g., 249

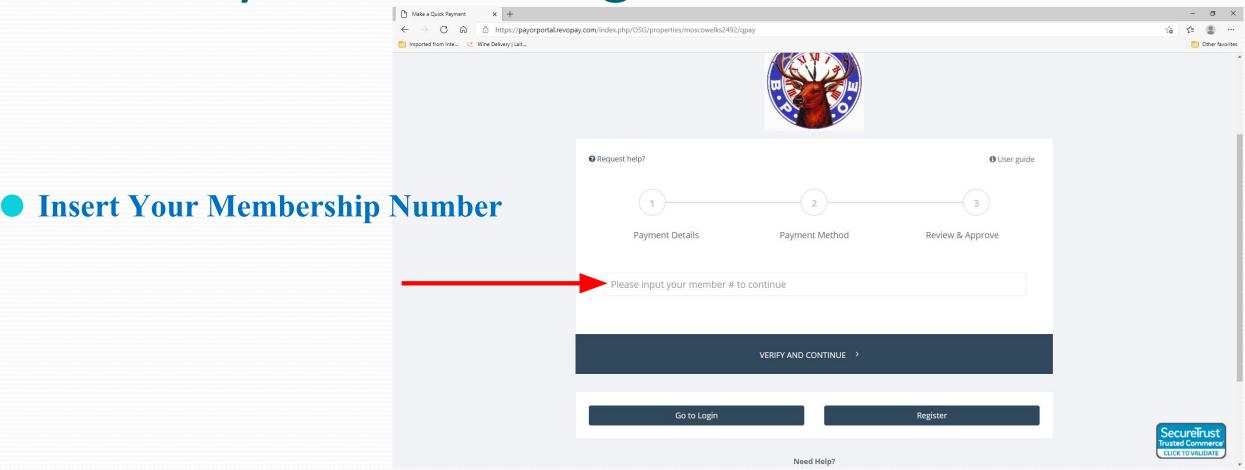


Link Takes you to this Page

- Click on
- Make a Quick Payment

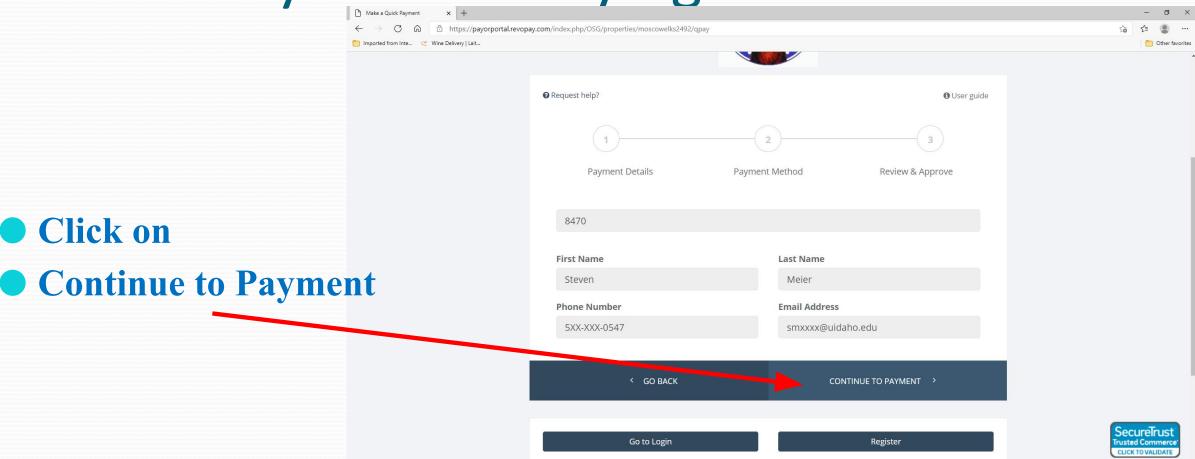


Takes you to this Page

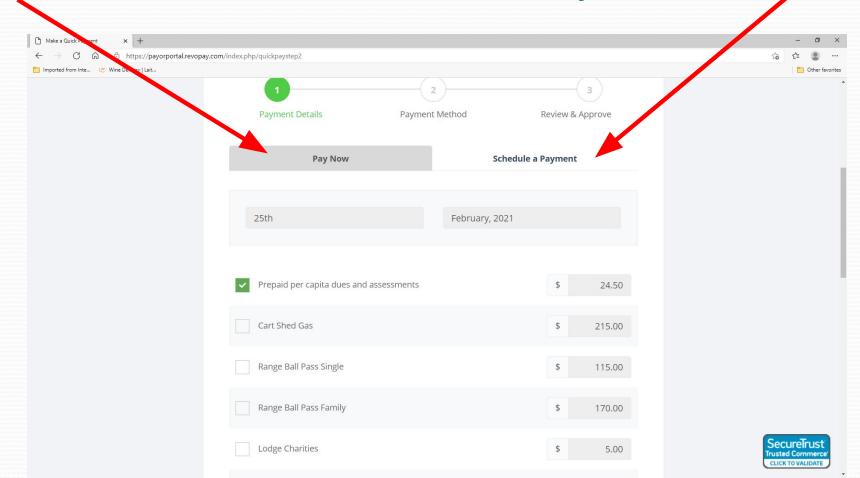


Review your Identifying Information

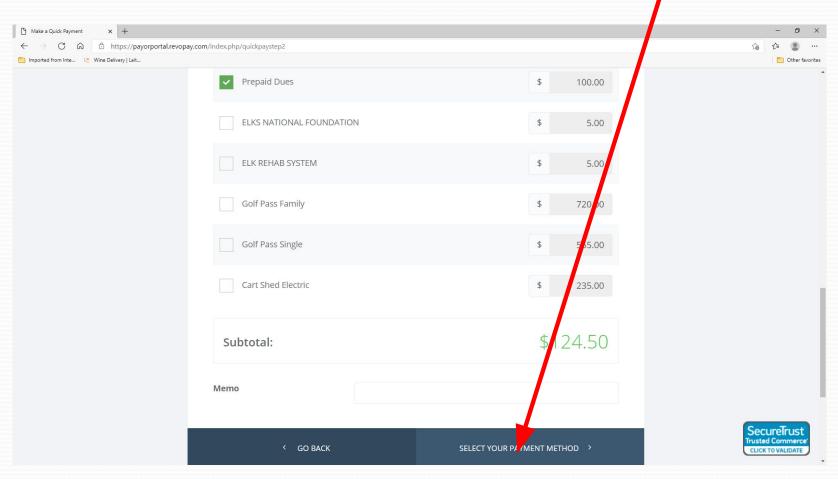
Click on



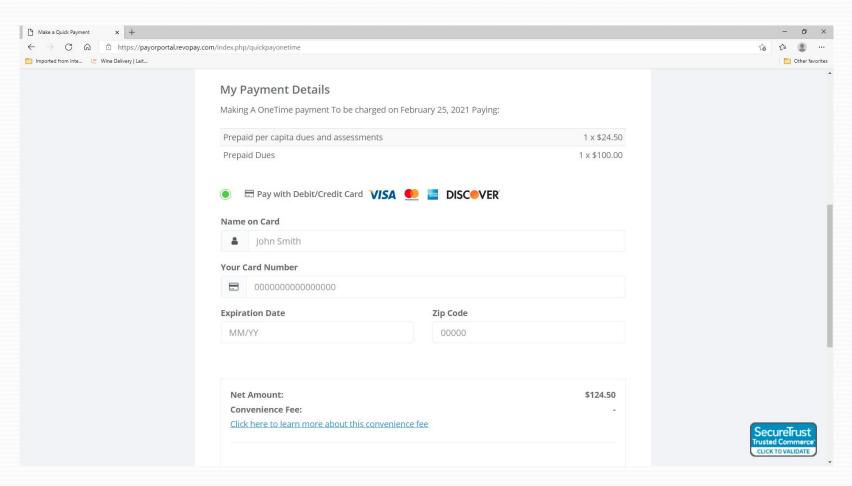
Click on Options You Want to Pay For then Pay Now or Schedule a Payment



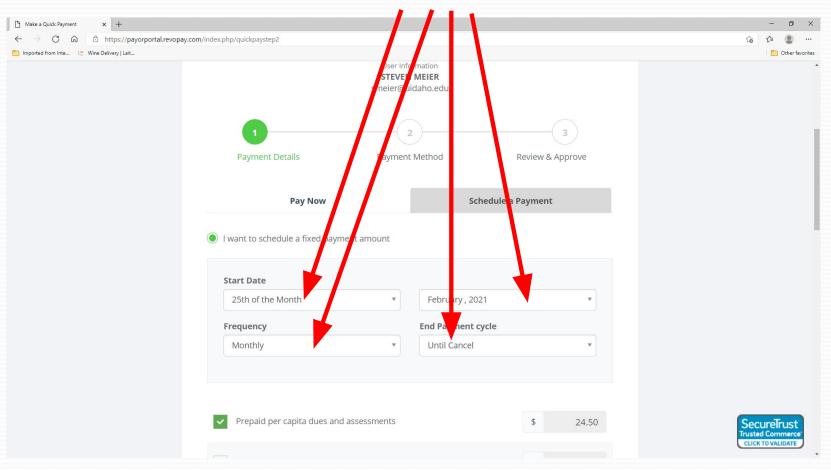
If Pay Now, Click on Select Payment Method



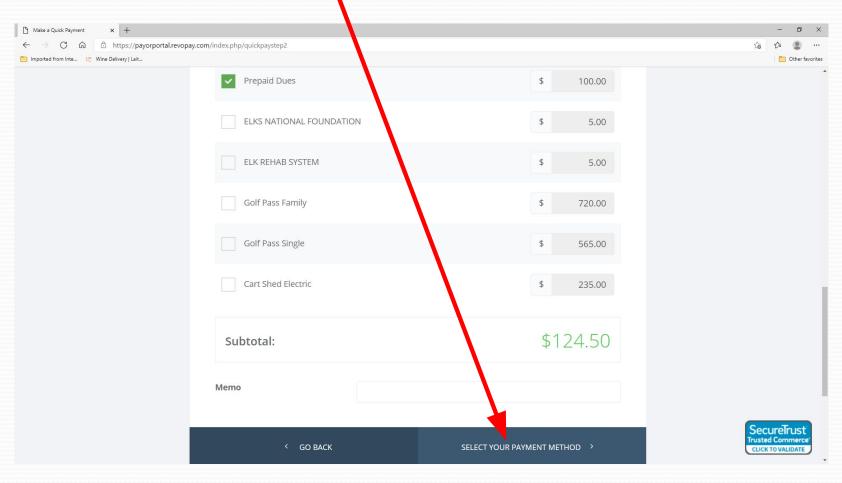
Follow Payment Details / Directions



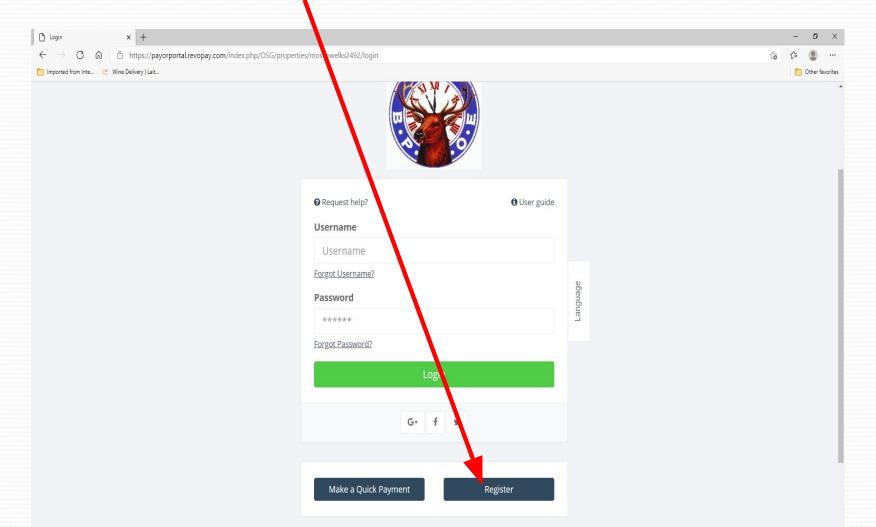
If Schedule a Payment Follow the Schedule Directions



Click on Select Your Payment Method



Register for the Future



Reasons for Registering

- Once done, never need to do again
- Can change the times you want to pay
- Can change how much you pay / time
- Never need to think about it



- Automatic renewals and billing, never need to think about it
- Gets funds to your lodge faster
- Easier than other methods
- Less expensive than other methods

Results

- Since April 1
- Set new membership retention records 87% have paid their dues 34,000 six month delinquents 63,000 12 month delinquents
 Best Results Ever by this time
- Will have added 27,000 new members (294 every day)
 - Have 12,536 candidates in the pipeline



Other New Techniques

- New Post Card reminder
- Social media posts
- Membership Tool Kit
 - Membership
 - Marketing tools

Past Sign Up Periods

- April
- June
- Correspond to:
 - Times you need to be focusing on reinstatements
 - Times you need to focus on 6 month renewals

Next Sign up Period

- 1. September 20th- Deadline to sign up for October 2021 billing.
- 2. September 24th- Grand Lodge to invoice lodges for the postage, bindery, printing.
- 3. October 19th- Deadline for Lodges postage payment back to Grand Lodge.
- 4. October 22nd- Grand Lodge IT to send billing files to OSG.
- 5. October 25th OSG invoices mailing goes out to members

Note

• These are the times you need to be focusing on reminding members who have not paid their dues

Summary

- Great program for all lodges
- Will save your lodge money and Lodge Secretary Time
- Relatively easy to implement
- Can still use the same program if you desire
- Future Will see more changes as we go forward

Comments / Questions