

As we end another year.....

It is hard to believe that we will soon be winding down another year and it won't be long before we have the results of our weight loss efforts for 2018. I hope that each of you have met your personal weight loss goal for the year. What an exciting time this will be as we tally the losses of all TOPS & KOPS as the annual resumes arrive in your Coordinator's office.

The time between the Thanksgiving and Christmas holiday season comes and goes so quickly, and before you know it – we are turning the calendar to a new year. As the New Year approaches many are thinking about their New Year's resolutions. Among the top five is – “LOSE WEIGHT”. In this day and age where obesity statistics are at their highest, it is no surprise. What a perfect opportunity we have as TOPS members to help others achieve their personal goal. Is your chapter excited and prepared to make a difference to these folks? In between the hustle and bustle of the upcoming holiday season, please take time to do an inventory of what your chapter needs to be ready for those making this New Year's resolution.



Do you have:

- ☆ A sign designating a TOPS Chapter meets here?
- ☆ A notice in your local newspaper and/or radio announcing your meeting place, day and time?
- ☆ A greeter to welcome new people to your chapter meeting – apply these basics:
 - A** Approach visitors with a smile
 - E** Explain what's happening
 - I** introduce yourself and others
 - O** Offer to sit with the visitor
 - U** Understand their needs
 - Y** You can make a difference!
- ☆ A supply of My Day Ones to make sure that a new member has a suggested eating plan to get them started when they are most excited about losing weight. (Remember – they have made that first and often most difficult step to reach out for help to lose weight.....not to hear about unrelated topics that do not pertain to weight loss). **Request additional copies of My Day One now from your Coordinator if you do not have on hand.**
- ☆ A chapter coach to mentor each new member for the first few weeks. Chapters should have as many coaches as needed. Some helpful tips for Chapter Coaches include:
 - **DON'T** lecture or force your point of view.

- **DO** share what TOPS® has done for you and what has worked for you.
- **DON'T** overwhelm the person with everything there is to know at once.
- **DO** help new member identify small, sustainable changes she or he wants to make.
- **DO** listen attentively.
- **DON'T** repeat what's shared in confidence.
- **DON'T** focus on rules and procedures.
- **DO** focus on the individual's goals, aspirations and motivation for joining.

(Review the Chapter Manual page 36 for more information on the role of the Chapter Coach)

- ☆ Membership applications. **Request additional copies now from your Coordinator if you do not have on hand or you can also print them from TOPS website.**
Note: When new people come to your chapter, check to see if they have already joined on-line. If they have you will need to get their voucher, complete a regular membership application, and forward the voucher & application to TOPS Headquarters with their starting weight noted on the form.
- ☆ A well planned meeting to include a program that provides information and motivation for everyone to lose weight. (For a new member this could be a success story from someone in the chapter that is losing well or has reached their goal weight.)
- ☆ A private weigh-in area – sometimes we become lackadaisical when we meet in a smaller group setting and it may not seem important to have a totally private weigh-in. To a new member this could be a determining factor if they join and return next week.
- ☆ Enthusiasm to help each other towards successful weight loss
- ☆ A place at the meeting door to leave all personal issues before entering the TOPS meeting. If members wish to pick them up at the end of the meeting, that is their choice. But they do not belong at our meetings.

If you have completed the check list, I believe you **are ready** to welcome all of those folks that have taken the first step in making their New Year's Resolution "To Lose Weight" a reality.



As we turn the page of the calendar to 2019 and roll out our new theme "Seeds of Change", many exciting changes are coming our way at TOPS. Change can be very difficult for some but often necessary. As we move forward, let's all be positive about personal changes that we may need to make to achieve the success we desire.

Happy Holidays to all!

Until next time -



Dee C

