

# NEWSLETTER

**FROM: Bernard Hairston, National President  
and Robert L. Hairston, Chairman of  
the Board**

Greetings to all my cousins and friends of the National Hairston Clan, Inc.

A horrible incident happened on September 11, 2001. This incident changed the lives of everyone in the world. A dramatic change came about in each of our individual lives. I feel it made each of us value and appreciate each other more. We can see a drastic change in our government, the way we live our lives on a daily basis, the way we show love to our neighbors, and the way we support our churches and schools.

It made a change in me. It helped me to develop a stronger desire to help others and to improve in a way that will produce a better life style. We all can improve in our thought pattern and our attitude. We can show better appreciation for the principle our country was built upon.

As all of you know, the way we think, the action we take makes a vast difference to any institution. Our thought pattern will either build up or tear down. I pray that we will all get together and build-up The National Hairston Clan, Inc. Thank you in advance for the things we will do working together to accomplish our goals in the future.

## **May I Share This Illustration With You?**

There was a town located in Switzerland. This town got its water supply from springs high up in the Alps Mountain. This town had one old man who kept the springs clean so the water would flow continuously. As the years passed, the town leadership changed. A year later, the new leadership wanted to cut the budget. They saw an item that said *Town Water Works*. They drew a line through it. The old man had to move off the mountain. He had no means to stay alive. The spring became clogged. The town water supply began to dry up. In a few months, the town was without water.

This illustration shows just how important one old man was to a whole town. When the old man was gone, the town had no way to get water, a main necessity for life. Just as one old man was that important to a whole town, each of you is equally important to The National Hairston Clan. Each member plays an important part in the up build of this Family Institution. We must be a loving, humble, caring, sharing, and honest family. We pray for Gods guidance and leadership as we work together in peace and love to reach our goals. I would like to thank the Chairman of the Board, Mr. Robert L. Hairston, for his advice, patience, expertise, and the great working relationship we have established. When you see "We" this means he and I are agreeing together.

As I stated in my message of thanks, September 10, 2001, I will be writing an Informational Letter to the Chapter Presidents quarterly or when necessary until the Website or Newsletter is in place. In that same correspondence, I said, communication is one of our greatest problems due to the location of our Chapters. We feel that each Member should have his/her personal copy of the Bylaws and the Standard Operating Procedures of The National Hairston Clan, Inc. We also feel each Member should have minutes of Board Meetings and all other reports. When you have access to the above, it helps to identify and keep you informed of the business of The National Hairston Clan, Inc. We also ask Chapter Presidents to make copies and share them with Members. So much has happened so fast since the Annual Meeting, September 3, 2001. What I am about to say will take some explaining. So please stay with me.

To help you best understand, I will explain all information in a **Question and Answer** format:

**Q.** 1. Have The National Hairston Clan, Inc. Bylaws been completed?

**A.** Yes. Thanks to the Executive Officers and the Consultants who came together on October 13, 2001. Changes and additions were made to their satisfaction. We will bring the Bylaws before the Board of Directors in our May 2002 Meeting for their approval and to the Membership in our September 2002 Meeting for their approval. They were mailed November 19, 2001. They were mailed to Chapter Presidents, Executive Officers, and Members that we had addresses for.

**Q.** 2. Have The National Hairston Clan, Inc. Standard Operating Procedures been completed?

**A.** Yes. They were completed at the October 13, 2001 Meeting. It was stated that this could go in effect immediately. They were in the Package that was mailed out on November 19, 2001. Please take note of the changes made in the Standard Operating Procedures: On Page 7, under the heading of the **Local Chapter Responsibilities**, please note the changes in the way Membership Dues, Board of Directors Contributions, and Scholarship Contributions are to be made. As we make these changes, we will work to meet our tasks months before our Annual Meeting. This way our tasks will not pile up on us.

Another major change is in the Finance Committee. Example: The Finance Committee will make an Annual Operating Budget for The National Hairston Clan, Inc. This will be brought before the Board of Directors in our May Meeting for approval. See Attachment No. 1. (Attention: General Information Purpose sheet)

**Q.** 3. Many have asked the question: How can we raise funds for our Scholarship Program and The National Hairston Clan, Inc. organization?

**A.** I did some research on Fundraising for Non-Profit Organizations. I have put together the latest Information in a Package. This Package can be used by each Member.

I have been in contact with our Fundraising Chairman, Mr. William M. Hairston. (Address: 507 Winnetka Avenue; Richmond, VA 23227; Phone No. (804) 262-5126) He has the Information Package and the Proposal for the Fundraiser. We feel that this Proposal will work. He is ready to work. He needs the support from the Executive Branch. We have appointed Mr. John W. Hairston, 2nd Vice President (Address: 2502 Hickory Fork Road; Walnut Cove, NC 27052; Phone No. (336) 437-8214) Mr. John W. Hairston will work with or assist Mr. William M. Hairston in any way the need arises. They are to ask for any help needed. I ask each member to please become familiar with the above information. We feel this is where our **"bread and butter"** will come from (smile). We will not continue to operate on the **"very edge"** of low funds. Some of you may have other ideas. Let me hear from you. We welcome them.

**Q.** 4. What can you tell us about the Website and the Newsletter?

**A.** The Website is up and running. I have been in contact with Mr. Marcus P. Hairston. (Address: 11339 Laurelwalk Drive; Laurel, MD 20708; Phone No. (410) 792-9218; Website Address: E-mail - mpHairston@AOL.Com. He is waiting for information from Members, Chapter Presidents, Executive Officers, Consultants, and the Board of Directors. We are in the process of finding a company or companies who will finance our Newsletter and Website. He is interested in information that will be of interest to The National Hairston Clan, Inc. The Newsletter: We are still working on it. You will have to put up with me until we get it going (smile). I will send an Informational Letter to Chapter Presidents and Members, whose addresses I have, quarterly or when necessary. You may download it from our Website Address: E-mail - mpHairston@AOL.Com.

**Q.** 5. Does my Chapter have a Certificate showing when we entered The National Hairston organization?

**A.** This was brought up at our last meeting, October 13, 2001. The Assistant Secretary, Ms. Phyllis Buie and our Treasurer, Mrs. Elnora Hairston, think they can come up with the dates that each Chapter joined. They will mail out these Certificates to each Chapter President.

**Q.** 6. How can we streamline our money handling?

**A.** We will have two Adding Machines--One for the Souvenir Station, one for the Treasurer. These machines can be programmed to give receipts of items received and to retain a copy for what has gone out. Home Depot has a Machine **PCH-1000 Cash Register** that meets these requirements. The cost is \$399.99. We will check to see if these machines can be rented.

**Q.** 7. How can some of the work load be taken off of the Host Chapters?

**A.** To relieve some of the stress that exist at our Labor Day Annual Reunion: (1) Go back to the Answer to Question No. 2, and follow the changes that are made in the Standard Operating Procedures, Page 7, of the Local Chapter Responsibilities. See Attachment No. II. (2) Streamlining Registration. We are going to include a Reunion Package. It will be similar to Attachment No. III. I have talked to Ms. Odessa Hairston who is part of the Souvenir Committee. She will have these Packages ready for all who preregister. She will call for assistance, if needed.

**Q.** 8. How many members from my Chapter can be on the Board of Directors?

**A.** The Bylaws states under Article V, Board of Directors, Section 2 - Number, Term and Qualifications: (1) The Local Chapters' Presidents, (2) Twenty other persons, (3) Twenty additional Members. At present, we are listing fourteen (14) Chapters; so that gives us fourteen Local Chapter Presidents, add twenty others, and twenty additional appointed, you will have a total of fifty four (54) Members making up the Board of Directors. If you will divide fourteen into fifty four, you will come to a total of 3.9 Members per Chapter. This does not include your National Officers.

**Q.** 9. What can our Youth look forward to at the Annual Meeting?

**A.** In addition to trips and sightseeing, we are asking the Host Chapter to designate a room that will accommodate fifty or more Youth to be equipped for Youth entertainment; such as movies, games, puzzles, activities, refreshments, etc. We would like for the program to be under adult supervision at all times. We would like for our Youth to participate in the Friday Night Gospel Program 35 to 40 minutes. Could we have a person from each Chapter to work with the Youth? Mrs. Dorothy L. Hairston has volunteered to assist in any way needed. (Mrs. Dorothy L. Hairston; 2530 Hickory Fork Road; Walnut Cove, NC 27052; Phone No. (336) 548-2417)

**Q.** How can I be informed of what is going on in The National Hairston Clan, Inc.?

**A.** All we ask you to do is your homework on the General Information Purpose Form. See Attachment No. I. This Form can be used by Local Chapter Presidents and each individual Member will use them to establish a mailing list, and you will receive all out going information.

Scholarship Account: \$5061.43

## TO LOCAL CHAPTER PRESIDENTS

I feel the need to **Report** and **Stress** the importance of becoming familiar with Page 7 of the Standard Operating Procedures under the title **Local Chapter Responsibilities**.

You will note that the scheduling of events has changed. We will begin our work at the first of the year, instead of waiting one or two months before our Annual Meeting. We ask you to make use of our new General Information Purpose Form. See Attachment No. I.

I am trusting that the Fundraising Chairman will have in your hands 500 tickets for large Chapters, 250 tickets for small Chapters. This will get you started. If you need more tickets, just contact Mr. William M. Hairston. (Address: 507 Winnetka Ave.; Richmond, VA 23227; Phone No. (804) 262-5126) Beware of the **(RC) Factor**, which means **Resistance to Change** (smile). If you step back and look at the overall picture, you will see that your task will be lighter.

I trust your Holidays were happy and joyful. How good and pleasant it is when brothers live together in unity (Psalm 133.1).

I pray God will bless each family gathered and bless all families every where; help us love one another and reach out in love to others. In Jesus name. Amen. God bless each one of you.

## FINANCIAL REPORT

Checking Account: \$264.54

**ATTACHMENT NO. I**

**GENERAL INFORMATION PURPOSE FORM**

Name of Chapter \_\_\_\_\_

Member's Full Name \_\_\_\_\_

Complete Address \_\_\_\_\_  
\_\_\_\_\_

Phone No. (\_\_\_\_) \_\_\_\_\_

Date \_\_\_\_\_

Age \_\_\_\_\_

Number of Tickets purchased: \_\_\_\_\_

Ticket Numbers: (Example: Nos. 10-19) \_\_\_\_\_

Price Paid for Tickets: \$ \_\_\_\_\_ .00

Check the Item(s) you purchased:

Registration	(10 tickets)	_____
Membership	(20 tickets)	_____
Scholarship	(50 tickets)	_____
Bd. of Director's Fee	(50 tickets)	_____
T-Shirt	(30 tickets)	_____
Pre-Registration	(30 tickets)	_____
Souvenirs	(60 tickets)	_____
Banquet Ticket	(60 tickets)	_____

**Advertisement Application Price List:**

Silver Page	\$225.00	Total	_____ Tickets
Full Page	\$125.00		
Half Page	\$ 65.00		
Quarter Page	\$ 35.00		
Patron - Single	\$ 2.00		
Patron - Mr. & Ms	\$ 5.00		

The National Hairston Clan, Inc.

**ATTACHMENT I (Continued)**

<b>MEMBERSHIP DUES</b>		<b>HAIRSTON CLAN SOUVENIR PACKAGE</b>	
17 or Less	\$ 1.00	T-Shirt	\$ 15.00
18 - 64 Years	2.50	Cup	5.00
65 and Over	0.00	Souvenir Book	5.00
Pre-Registration	3.50	License Plate	5.00
Bd. of Director's Fee	25.00	Cap	15.00
Scholarship	30.00	Cookout Ticket	5.00
Banquet Ticket	42.00	Newsletters (Quarterly)	10.00
Reunion Package	65.00-35.00		

**CHAPTER PRESIDENT USE ONLY**

Local Chapter Name \_\_\_\_\_  
Chapter President \_\_\_\_\_

Total Membership Dues: \$ \_\_\_\_\_  
Total Pre-Registration \_\_\_\_\_  
Total Board of Directors \_\_\_\_\_  
Total Scholarship \_\_\_\_\_  
Total Banquet Tickets \_\_\_\_\_  
Reunion Packages:  
    Total @ \$65.00 \_\_\_\_\_  
    Total @ \$35.00 \_\_\_\_\_  
    Total @ \$10.00 \_\_\_\_\_  
    Total Child Package @ \$32.00 \_\_\_\_\_  
  
**GRAND TOTAL** \$ \_\_\_\_\_

Date money was mailed out: \_\_\_\_\_  
Total money sent: \$ \_\_\_\_\_  
To whom was the Money sent:  
    Name \_\_\_\_\_  
    Address of receiver: \_\_\_\_\_  
    \_\_\_\_\_  
    \_\_\_\_\_

## **ATTACHMENT NO. II**

### **PROPOSED FUNDRAISER**

The Fundraising Committee Chairperson will be responsible for sending each Chapter President 850 tickets, or as needed, on the 15th of each month ending each quarter.

He/She will also be responsible for having tickets made, and to keep an accurate account of the ticket numbers that are going out and returning.

The tickets will be made in duplicate, having the following information on them: (1) Date tickets were purchased, (2) Name and address of the purchaser, (3) Name of the Chapter who sold the tickets (4) Purchaser's area code and phone number.

The selling of these tickets can take the place of each Chapter having fundraising events and can be used for any fundraising for the National Hairston Clan, Inc. For example: (1) Registration Fees, (2) Membership Fees, (3) Scholarship Fees, (4) Banquet Tickets, (5) Purchasing Souvenirs, etc. Any person or member that makes a donation for tickets, has a chance to receive a prize of \$500.00, \$250.00, or \$150.00. Tickets will be sold for a donation of \$8.00 for ten (10) tickets.

Each Chapter President will mail the tickets that has the purchaser's name, address, and phone number along with a check to the Fundraising Chairperson by the 15th of the following closing quarterly month. On the 25th of said month, the Fundraising Chairperson will have a public drawing for first prize, second prize and third prize.

The Fundraising Chairperson will call the Chapter President and the prize winners.

The Fundraising Chairperson will forward monies to the National Hairston Clan, Inc. Treasurer by money order or check, sign vouchers, give names and addresses of the three prize winners, and the cost for making the tickets, plus the mailing fee.

The Treasurer will deposit 25% to the Scholarship Account and 75% to the Checking Account.

The names of the prize winners will be placed in the quarterly Newsletter.

Chapter President will send to the National Hairston Clan, Inc. Treasurer, and the Fundraising Chairperson the Name and Amount that each member paid for Registration, membership, scholarship, Banquet Tickets, Board of Directors' Dues, and souvenirs, etc.

**ONE MEMBER**

<u>PURPOSE</u>	<u>MEMBER'S COST</u>	<u>CHAPTER MONEY</u>	<u>NATIONAL CLAN</u>
Registration @ \$3.00	10 Tickets @ \$ 8.00	\$ 3.00	\$ 5.00
Membership @ \$10.00	20 Tickets @ \$16.00	\$ 10.00	\$ 6.00
Scholarship @ \$30.00	50 Tickets @ \$40.00	\$ 30.00	\$ 10.00
Bd. of Director's Fee @ \$25.00	50 Tickets @ \$40.00	\$ 25.00	\$ 15.00
T-Shirt @\$12.00	30 Tickets @ \$24.00	\$ 12.00	\$ 12.00
Pre-Registration @ \$12.00	30 Tickets @ \$24.00	\$ 12.00	\$ 12.00
Purchase of Souvenirs @ \$42.00	60 Tickets @ \$48.00	\$ 42.00	\$ 6.00
Banquet Tickets @ \$42.00	60 Tickets @ \$48.00	\$ 42.00	\$ 6.00
<b>TOTALS</b>	<b>310 Tickets/\$248.00</b>	<b>\$ 176.00</b>	<b>\$ 72.00</b>

**TEN MEMBERS**

<u>\$176 x 10</u>	<u>310 x 10</u>	<u>\$248 x 10</u>	<u>\$176 x 10</u>	<u>\$72 x 10</u>
\$1,760.00	3,100	\$2,480.00	\$1,760.00	\$720.00

Registration

Membership

Scholarship \$3,520.00

Board of

Directors

T-Shirts \$5,280.00

Pre-

Registration

Souvenirs \$7,040.00

Banquet

Tickets

\$8,800.00

**TWENTY MEMBERS**

6,200 \$4,960.00 \$3,520.00 \$1,440.00

**THIRTY MEMBERS**

9,300 \$7,440.00 \$5,280.00 \$2,160.00

**FORTY MEMBERS**

12,400 \$9,920.00 \$7,040.00 \$2,880.00

**FIFTY MEMBERS**

15,500 \$12,400.00 \$8,800.00 \$3,600.00

**EXAMPLE**

If ten Chapters have thirty members that will = 300 members.

Cost per member \$176.00 Annually x 300 = \$52,800.00.

Number of Tickets per member 310 x 300 = 93,000

Cost per member \$248.00 Annually x 300 = \$74,400.00

Chapters' monies \$52,800.00

National Clan monies \$21,600.00

**COST**

Paid Out	\$3,600.00 Annually
Tickets	1,900.00 Annually
Mailings	<u>500.00</u> Annually
Total	\$6,000.00
Profit	\$15,600.00

ATTACHMENT III

**THE NATIONAL HAIRSTON CLAN, INCORPORATED**

*The Largest Family in the United States*

**~ REUNION PACKAGES ~**

**ADULT PACKAGE A**

**\$65.00**

Hairston Clan One Year Membership  
The National Hairston Clan, Inc. Quarterly NEWSLETTER Subscription  
Hairston Clan Awards Banquet Ticket  
Hairston Clan Souvenir Booklet  
Hairston Clan Cookout Ticket  
Hairston Clan T-Shirt

**ADULT PACKAGE B**

**\$35.00**

Hairston Clan One Year Membership  
The National Hairston Clan, Inc. Quarterly NEWSLETTER Subscription  
Hairston Clan Cookout Ticket  
Hairston Clan T-Shirt  
Hairston Clan Souvenir Booklet  
Hairston Clan Souvenir Mug (while supply last)

**ADULT PACKAGE C**

**\$10.00**

Hairston Clan One Year Membership  
The National Hairston Clan, Inc. Quarterly NEWSLETTER Subscription  
Hairston Clan Cookout Ticket  
Hairston Clan Souvenir Coffee Mug (while supply last)

**CHILD PACKAGE (12 YEARS AND UNDER)**

**\$32.00**

Hairston Clan Awards Banquet Ticket  
Hairston Clan Cookout Ticket  
Hairston Clan T-Shirt

**~ Item Prices If Sold Separately ~**

Banquet Ticket - \$40.00  
Cookout Ticket - \$5.00  
Souvenir Booklet - \$5.00  
T-Shirt - \$15.00  
Cup - \$5.00  
License Plate - \$5.00  
Cap - \$15.00

**(All Packages and Items available for purchase at the Registration Desk)**