

MEMBERSHIP DEVELOPMENT COMMITTEE



UPDATE - FOR 2017

COMMITTEE MEMBERS

| | |
|--------------------|-----------------------|
| Mr. Ashraf Satar | Chairman |
| Mr Feizul Ayob | VP – Africa |
| Mr. Gaffar Variend | VP – America & Canada |
| Mr Imran Panaawala | VP – Europe |
| Dr Haroon Admani | VP – Far East |
| Mr Ahmed Shaikhani | VP – Middle East |
| Mr Ehsan Gadawala | VP – North India |
| Mr. Abdul Azeez | VP – South India |
| Mr Husain Lawai | VP – Pakistan |

Chapter wise Membership Growth

| Chapter | As of Dec 2016 | As of Dec 2017 | New Members | Chapter Growth % | As at Oct 2018 |
|------------------|----------------|----------------|-------------|------------------|----------------|
| Africa | 196 | 170 | -26 | -13% | 170 |
| America & Canada | 29 | 39 | 10 | 34% | 57 |
| Europe | 53 | 62 | 9 | 17% | 109 |
| FarEast | 109 | 127 | 18 | 17% | 147 |
| North India | 26 | 45 | 19 | 73% | 139 |
| Middle East | 206 | 218 | 12 | 6% | 358 |
| Pakistan | 384 | 476 | 92 | 24% | 544 |
| South India | 0 | 75 | 75 | 0% | 93 |
| | 1003 | 1212 | 209 | 21% | 1617 |

- Improvement in the Membership Numbers overall (Approx. 21%), 1,212 Members.
- South India Chapter – enrolment of 75 Members
- members in arrears for a long period were removed from the Membership register,
 - Due to this Africa recording a negative growth
- We have to double in numbers given the Memon community enrichment in the regions.

Membership Summary by Category 31st December 2017

| Chapter | Membership Type | | | | | | |
|-----------------------------|-----------------|-----------|------------|------------|----------|----------------------|-------------|
| | Trustee | Patron | Life | Annual | Apex | GYW & Friends of WMO | Total |
| Africa | 11 | 10 | 143 | 3 | 0 | 3 | 170 |
| America & Canada | 1 | 1 | 17 | 11 | 1 | 8 | 39 |
| Europe | 5 | 3 | 54 | 0 | 0 | 0 | 62 |
| Far East | 4 | 3 | 42 | 64 | 1 | 13 | 127 |
| North India | 1 | 8 | 25 | 10 | 1 | 0 | 45 |
| Middle East | 16 | 11 | 178 | 13 | 0 | 0 | 218 |
| Pakistan | 12 | 23 | 159 | 200 | 5 | 77 | 476 |
| South India | 1 | 0 | 53 | 21 | 0 | 0 | 75 |
| | 51 | 59 | 671 | 322 | 8 | 101 | 1212 |

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- ❑ Annual and Life members have increased by around 180
 - ❑ Also there is an increase in Global Youth Wing members after GYW being launched in Oct 2017.
 - ❑ 17 Trustees were recategorised as Patrons
 - ❑ Resolved the Irregularities in the Patron membership



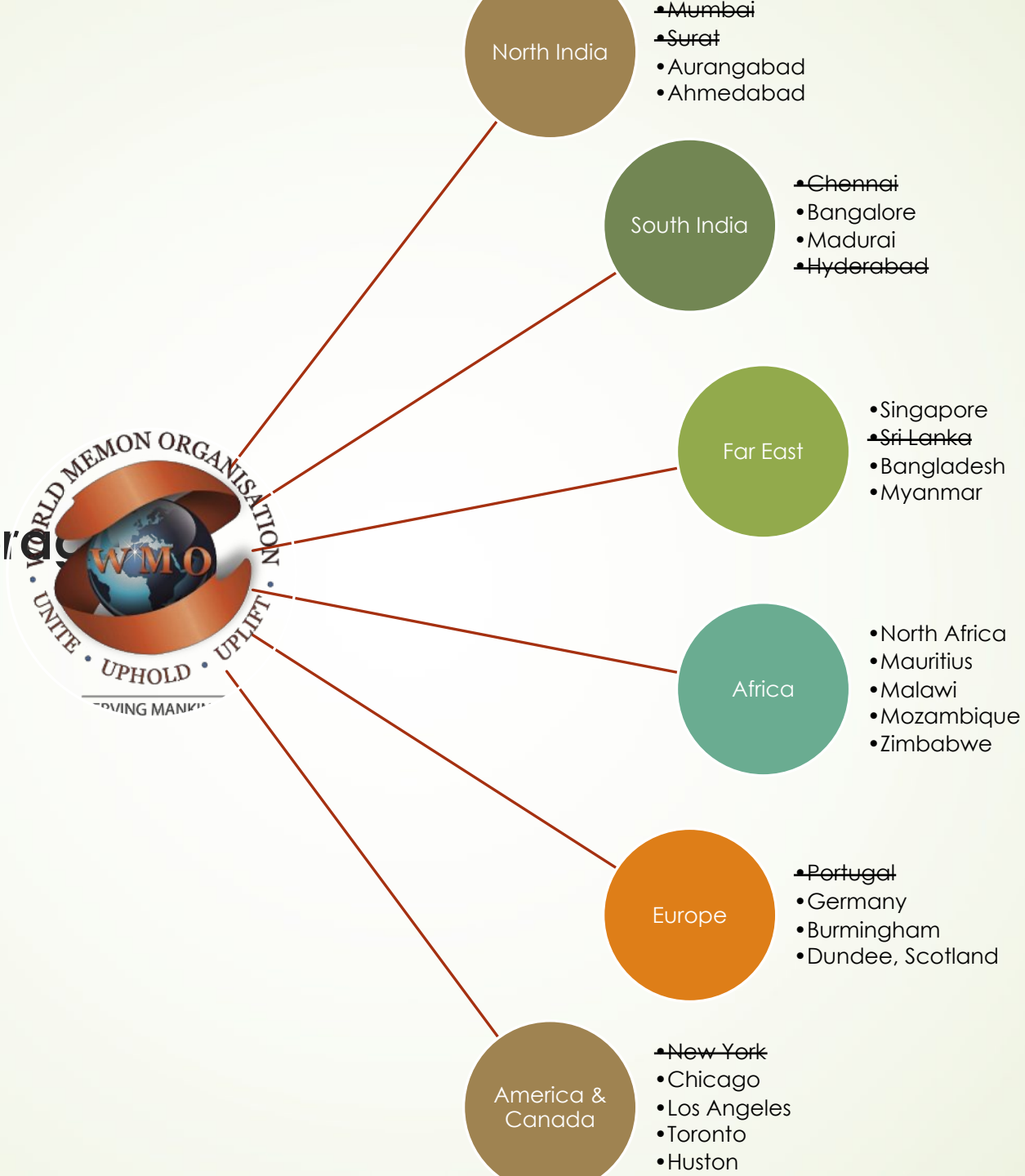
STRATEGY – 2018 AND BEYOND



Strategies for the Membership development - for 2018 and beyond.

- 1. Convert the “Friends of WMO” into Annual or Life Members***
- 2. Accepting the Online Applicants as members***
- 3. Increase in Youth participation***
- 4. Capitalizing the B2B Conference***
- 5. New Blood from New chapters***
- 6. With the change in the Zakat Policy from 2017***
- 7. Conduct Road Shows Globally***

The Future regional coverage



MEMBERSHIP SYSTEM

- Membership database is updated on a monthly basis.
- The online membership applications are verified by the chapter office bearers before accepting as a member
- Certain applications pending verification to be included to the membership.
- Membership system is being modified over time



MEMBERSHIP DETAILS FOR 2018

| OCT - 2018 | Membership Type | | | | | | | | |
|-----------------------------|------------------------|---------------|-------------|---------------|-------------|------------|-----------------------|-----------------------|-----------------|
| Chapter | Trustee | Patron | Life | Annual | Apex | GYW | Friends of WMO | Total Oct 2018 | Dec 2017 |
| Africa | 11 | 10 | 143 | 3 | 0 | 0 | 3 | 170 | 170 |
| America & Canada | 2 | 1 | 20 | 16 | 2 | 13 | 3 | 57 | 39 |
| Europe | 5 | 4 | 65 | 5 | 0 | 26 | 4 | 109 | 62 |
| Far East | 4 | 3 | 54 | 62 | 1 | 10 | 13 | 147 | 127 |
| North India | 3 | 21 | 100 | 13 | 1 | 1 | 0 | 139 | 45 |
| Middle East | 14 | 9 | 193 | 0 | 0 | 112 | 30 | 358 | 218 |
| Pakistan | 7 | 23 | 185 | 206 | 5 | 94 | 24 | 544 | 476 |
| South India | 1 | 0 | 69 | 23 | 0 | 0 | 0 | 93 | 75 |
| | 47 | 71 | 818 | 329 | 9 | 256 | 77 | 1617 | 1212 |

ONLINE APPLICATIONS AND MEMBERSHIP CONVERSIONS

| Chapter | Patron | Life | Annual | APEX | Friends of WMO | Youth | Online Application | NM from Online application |
|----------------------------|--------|------|--------|------|----------------|-------|--------------------|----------------------------|
| Africa | | 2 | 8 | | 15 | 14 | 39 | 0 |
| America & Canada | | 2 | 3 | | 15 | 4 | 24 | 2 |
| Europe | 1 | 2 | 4 | | 10 | 21 | 38 | 4 |
| Far East | | | 2 | | 15 | 5 | 22 | 0 |
| North India | | 4 | 7 | | 114 | 67 | 192 | 0 |
| Middle East | | 18 | 6 | 1 | 64 | 192 | 281 | 80 |
| Pakistan | | 5 | 10 | 1 | 176 | 381 | 573 | 110 |
| South India | | 1 | | 1 | 12 | 38 | 52 | 0 |
| Africa | 1 | 34 | 40 | 3 | 421 | 722 | 1221 | |
| NM from Online application | 0 | 0 | 5 | 0 | 46 | 145 | | 196 |

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*THANK YOU
&
WASSALAM*

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