



Thank you for the honor of being your Delegate. Attending the WS Conference was the most spiritual experience of my 32 years in Al-Anon. Being a part of the largest group conscience and to be a part of the Worldwide Fellowship and to be in the room as we all joined hands and said the Al-Anon Declaration was amazing. Most of the week I walked around with a lump in my throat. I was entrusted with the gift of being your voice at the Conference. I was told that it would change my life and indeed it has.

LOVE GIFTS: Thank you to all the Districts that sent Love Gifts and to the Conventions also. So CAL AA Convention with Al-Anon Participation. It was such a loving gesture and to arrive at the hotel and have so many boxes waiting for my arrival was amazing. I have brought as many Love Gifts from all over the United States and Canada back to you. There is a large basket that is filled with those Love Gifts so please stop by and help yourself.

Registration for the WS Conference was held on Saturday. Sunday is devoted to preparing the New Delegate for the Conference and helping to make the new Delegate a success. Everyone is dedicated to help the new Delegates succeed. Everything is done to assist the new Delegates in that effort. Orientation for new conference members is three hours long. Everything is covered at that Orientation from the protocol of the conference, the electronic voting and various other topics.

After the Orientation we attended Area Highlights. Each Delegate is given one minute to share one success and one challenge for 2012 in your Area. I reported that my success was the accomplishment of the completion of the Area Alateen Requirements Document and my challenge was the theft of the \$23,000 from the SCAC bank account. The process was so much fun. You are actually only given one minute and when your time is up a very unique sound goes off!

## Agenda

- Budget Report/Financial Discussion
- Electronic Literature
  - Impact on AISs/LDCs, WSO and Structures Outside the WSO (International)
- Conference Structure
  - Anything goes!
- Public Information/Poster Campaign
- Other
  - ✦ Do Not Refer
  - ✦ Abuse Pamphlet
  - ✦ Social Networks
  - ✦ Stepping Stones
  - ✦ Trustee Selection
  - ✦ International Convention
  - ✦ Tidbits

There were three Skill Building Workshops held throughout the week for the Delegates. They were:

How to deal with difficult situations.

How to engage audiences.

How to overcome fear.

Aren't those great topics for Workshops? They were helpful, engaging and work! I loved it.

### TASK FORCE

Prior to the Conference each Delegate is given a list of options of where they would like to serve. I chose the Task Force: Workshop on Importance of CAL (Conference Approved Literature) in meetings. The reason I choose that Task Force is because as Area Chairman and presently as Delegate I receive lots of call regarding Groups that want to change some of readings in meetings or the use of the Big Book of Alcoholics Anonymous and other outside literature. This is very near and dear to my heart and important to me. Working on this Task Force is time consuming and somewhat intense. All work is held in confidence until after the findings of the Task Force is presented to the Board of Trustees in September 2012.

Each new Delegate is assigned a Conference Mentor. Your Mentor assists you throughout the entire week. My mentor was from Alabama. At the Opening Dinner on Sunday night each New Delegate is presented with their Conference Pin by their Mentor.

At the Conference everyone is seated in assigned seats and you are seated in those seats for the entire week of the Conference. I loved it because I was in the front row!

Electronic Voting took place this year at the Conference. It was wonderful. The results were instantaneous. The process is quick and streamlined to perfection! Saves so much time.



## Financial Discussions

- 25% of income comes from 58.8% of our groups
- 6,463 Groups do not contribute, yet WSO provides services to all Groups
- If each Group gave additional \$13 per year, WSO would meet the \$1.5M needed in contributions for 2012 budget
- If each Group gave additional \$26 per year WSO would meet 2012 budget expenses
- If each member gave \$17 per year contributions would exceed literature sales
- 2012 Budget is at a deficit of \$216,000
- 15,000 registered Groups in USA & Canada. CA(S) has 1,140 registered Groups
- Change the culture – not contributing to WSO & SCWS affects AFG's growth. It is about everyone giving something.

We were presented with the 2011 Auditor's Report, 2011 Annual Report and the 2012 Proposed Budget. The 2012 information is on the member's website. I also have additional information please contact me if anyone is interested in having a copy.

So lets talk about Contributions: Our Spiritual Journey – we get as we give. You will see how our Contributions affects so many aspects.

Four Primary Ideas:

We are powerless over the problem of Alcoholism.


We can turn our lives over to a power greater than ourselves.

We need to change both our attitude and our actions

We keep Al-Anon's gifts by sharing them with others.

How do you share it? We can make monthly contributions on the website through our checking accounts. Form is on member's website & it can be downloaded, filled out & mailed to WSO. Some Areas have decided instead of sending love gifts to the Conference they make an extra contribution to WSO. I want to change the culture. We want AFG to grow. Don't you want to be part of that? Not giving to WSO & even to SCWS affects the AFG growing and as a whole. It is about everyone giving something. When was the last time you put \$20 in the basket?

What's wrong with this picture?



<u>YEAR</u>	<u>STAMP</u>	<u>BREAD</u>	<u>GAS</u>	<u>MILK</u>	<u>ODAT</u>	<u>CTC</u>	<u>CAR</u>	<u>INCOME</u>	<u>HOUSE</u>	<u>DONATION</u>
1951	0.03	0.16	0.20	0.92	***	***	\$1,800	\$3,515	\$16,000	<b>\$1.00</b>
1961	0.04	0.21	0.25	1.05	***	***	\$2,275	\$5,315	\$30,000	<b>\$1.00</b>
1968	0.06	0.22	0.34	1.21	3.00	***	\$2,450	\$7,844	\$40,000	<b>\$1.00</b>
1973	0.08	0.27	0.35	1.36	3.50	***	\$3,200	\$9,672	\$45,000	<b>\$1.00</b>
1976	0.13	0.30	0.59	1.42	4.00	***	\$4,100	\$10,157	\$54,750	<b>\$1.00</b>
1978	0.15	0.33	0.77	1.44	4.25	***	\$4,645	\$10,671	\$64,370	<b>\$1.00</b>
1982	0.20	0.60	1.19	1.79	4.50	***	\$5,987	\$11,894	\$103,073	<b>\$1.00</b>
1984	0.20	0.71	1.27	1.94	5.00	***	\$6,294	\$12,497	\$110,610	<b>\$1.00</b>
1985	0.22	0.74	1.27	1.98	5.50	***	\$6,495	\$12,747	\$116,805	<b>\$1.00</b>
1990	0.25	1.29	1.08	2.15	6.00	***	\$9,437	\$14,777	\$128,732	<b>\$1.00</b>
1991	0.29	1.47	1.18	2.18	7.00	***	\$9,989	\$16,658	\$125,481	<b>\$1.00</b>
1992	0.29	1.50	1.20	2.14	7.00	9.00	\$11,580	\$17,565	\$124,900	<b>\$1.00</b>
1998	0.32	1.59	1.29	2.89	8.00	10.00	\$14,500	\$31,735	\$164,100	<b>\$1.00</b>
2002	0.37	2.10	1.64	2.99	10.00	11.00	\$16,272	\$43,902	\$193,600	<b>\$1.00</b>

**Let's break the buck barrier!**

The Finance Committee took the stage to present short skirts introducing our new contribution envelopes for the quarterly appeal, birthday, and memorial donations as well as a reminder about the ease of making a monthly contribution from a member's bank account. The birthday and memorial envelopes are available here right now. The contributions forms are available on the Member's Web site.

Please take some envelopes back to your Groups. I have two different types of envelopes. One is for birthday and anniversary donations and the other is for contributions. Please feel free to take as many as you like to your Groups.

Let's take a look at this chart! What's wrong with this picture?

## Electronic Literature

### Impact on AISs/LDCs for CA(S)

- Polled San Diego, Inland Empire, D42 LDC, Los Angeles & Orange counties
- All receive over 50% of their revenue from literature sales
- How would they remain open if they should lose 50% of their revenue

### Impact on WSO

- Wide range of implications. E-books would bypass AISs and LDCs
- AI-Anon would be more accessible
- Literature now barely sustains WSO
- 1954 was the last time contributions were more than literature sales!

The discussion of Electronic Literature began with the impact on the AISs/LDCs, WSO and the structures outside the WSO (International). Each Delegate was encouraged to share about the impact it would have on their AISs/LDCs. The discussion began on the results of what their Area's level of interest is in electronic literature. What percentage of revenue is from book sales, what are other revenue sources, what additional roles do/could the LDCs/AISs provide in the Area? Do they sell on line? Do they use credit cards? How many members would purchase the same literature you have in book form on line in e-book form?

After polling our LDCs and AISs in CA(S): San Diego, Orange County, D42 in the Desert which is an LDC, Inland Empire. It was apparent that all of them received over 50% of their revenue from the sale of literature! How would our LDCs and AISs still be self supporting if 50% of their revenue is lost.

The impact of e-literature on the WSO offers a wide range of implications. Hazelden saw a decrease in hard copy sales. In 2011 WSO did more book sales than Hazelden. But Hazelden is into e-literature.

E-books would bypass the AISs and LDCs.

Yes, it would make AI-Anon more accessible.

Costs are much lower for e-literature & could adversely affect the WSO. Our low cost of literature barely sustains the WSO now for functioning as

AI-Anon as a whole.

It is easy to say we should have more contributions but the last time the contributions were more than the literature sales was 1954!

It is impossible to predict if the lower cost of books would increase volume of books sold. The AIS and LDCs would lose revenue stream and they might close than place a larger burden on the WSO to provide the services.



## Electronic Literature (Continued)

### Impact on WSO

- Impossible to predict if lower cost of books would increase volume sold
- AIS's and LDC's could close, placing burden on WSO to provide those services
- 66% of AA income comes from contributions
- 65% of AI-Anon income comes from literature sales!

### Impact on International Structures

- 18 countries would be affected by decision. They would lose revenue.
- Their structures may not be able to withstand financial impact
- \$35,000 to \$100,000 to get licenses started
- Two pieces of literature being considered for electronic version

How would the WSO handle the licensing of digital rights? That is the challenge. How would the fellowship maintain services if the digital sales adversely impact the WSO's revenue stream? What other issues should the Board of Trustees consider in reaching these decisions?

60% of AA income comes from contributions.

65% of AI-Anon income comes from literature sales.

We have been forced to become a publishing house because we are not supporting ourselves through our contributions.

E-literature's impact on the International structures of AI-Anon. There are 34 General Service Offices.

18 countries would be affected by the decision. These countries would also lose revenue. Their structures may not be able to withstand the financial impact.

What protections or safeguards do we want the BOT to consider as they develop the e-literature policy, as it relates to the structures outside WS Conference structure?

New Zealand presented at the WS Conference. Delegate told us their literature is only 20% of their revenue. Their remainder of revenue is contributions! They are very eager for e-literature!

Lois understood that the Groups needed to focus on their meetings. She created a Board of Trustees to run the business & they are to protect the literature from which the fellowship supports itself. The model Lois created was not that the GSOs would depend on the US, but it is easier for them to buy from the U.S.

It will take approximately \$35,000 to \$100,000 to get the licenses started. WSO has thought of all the questions. Very complicated & have considered all aspects of discussions.

2 pieces of literature being considered to go electronic first: "Having Had a Spiritual Awakening" because it is out of print. The Forum magazine because it is not sold through LDCs & AISs. Will not impact them. Subscription cost would be about \$7.

## Possible Conference Structures for Areas

### NO RESTRICTIONS

**Creative**

**Empowering**

**Goal:** Areas may formulate & implement a structure in their geographical Area or combination of geographical Areas for a trial period that would enable their groups to have full communication, participation and representation.

**Criteria: No Restrictions! Be Creative! Be Empowering!**

- Out of the box strategies are welcome!
- No structure change is off limits provided it does not affect Policy (pages 75 to 121 of the 2010-2013 Al-Anon Alateen Service Manual) or our Legacies.
- Though the Board of Trustees does not need to approve the strategy, if the strategy in some way affects the Conference, the Area will need to present its idea to the Board of Trustees for review. Requests need to be addressed to the Chairman of the Board of Trustees and turned in by December 15<sup>th</sup> in order to be heard at the following January Board of Trustees meeting.
- The financial aspects of trial implementation would be the responsibility of the Areas involved and not the Conference or the WSO as a whole.

**CONFERENCE STRUCTURE!** This was the big announcement. The Conference listened to a 1968 sound bite from the WS Conference. It was a discussion being moderated by Ted K. Chairperson of the Board. The members of the Conference were debating whether to have Areas, perhaps multiple Areas in a state or province, each bring forward a Regional Trustee candidate or whether the candidates would somehow be chosen by an entire state or province.

In 1968, Conference members anticipated a continuing process of change in regards to the number of Delegates from an Area, number of total Delegates at the Conference, and general Conference composition.

In 1982 the Conference said that a state may only divide once. Divisions of Areas with more than 400 groups continued until 1987; but some Areas have had more than 400 groups and have not asked to divide.

In 2004 the discussions were reactivated when an Area Delegate asked in a letter to the WSO if an Area that has already divided could divide again. Subsequent Conferences have discussed both division of larger Areas and consolidation of smaller Areas. The 2008 Conference looked at the issue in the light of effects on the WS Conference, finances, innovative approaches to the links of service, growth of the fellowship, and diversity of the fellowship.

The question asked at the 2009 WSC was: Is the current WSC model providing the spiritual bridge we need to expand into the future in order to meet the needs of the fellowship?



## Conference Structure

- 1982 Conference said, “a state may only divide once”
- Given freedom, vision, no holds barred for structural changes
- Cannot affect policy on pages 75 – 121 of Service Manual
- Envision a structure that will help Al-Anon Family Groups expand
- Trial period for six (6) or more years
- Do we annex northern part of our Area with southern part of CA(N) and make a Central Area?
- Person we send to WS Conference as Delegate of third area has NO VOICE and NO VOTE during trial period.
- Expenses & costs are at expense of Area
- Is it an opportunity to grow? Change is hard.
- Thought Force with CA(N)????

So here we are in 2012. We have 1140 Groups in CA(S). We stretch from as far north as Atascadero and as far south to the Mexican Border.

We were told to look at our Areas and we have the freedom, vision and no holds barred for structural changes. We could formulate and implement a structure in our geographical area or combination of geographical areas for a trial period that would enable our Groups to have full communication, participation and representation. We cannot affect policy on pages 75 to 121 of the Service Manual. We need approval on what will affect the Conference. Envision a structure that would help Al-Anon to grow. What would our co-founders do? The trial period would go for 6 or more years. If we decide to let's say annex the northern part of the Area with the southern part of Northern California's Area and we make a Central Area. The person we send to Conference as the Delegate (from the Central Area) has no voice and no vote. All expenses and costs are the burden of the Area. What does this mean for CA(S)? It means we need to discuss at the SCWS Area Committee level, then the Assembly level and ask the Groups what they envision and where they want to go with this. Is it an opportunity to grow? Change is hard. There are many different scenarios.

Maybe the first thing we need to do (I believe) is to get a Thought Force together with CA(N) and have them report back.

So now it is our turn to work within a trial period to come up with a personalized Area structure that would enable our Groups to have full communication, participation and representation. Our Area is being empowered to make any changes to the structure as it is explained in the Service Manual exclusive of the Policy Digest. This means we need to begin the discussions.



## Public Outreach

“Let it begin with me”. New Service Tool on members’ website called, “The Best of Public Outreach”.

- How to do a service tool for Public Outreach
- New PSA DVD in English, Spanish and French
- Nielsen Ratings has placed Al-Anon’s PSAs in top 5%
- Los Angeles still not important market for PSAs; San Francisco, Boston & New York bigger markets

New Poster Campaign being launched

- “Is someone else’s drinking tearing you apart?”
- WSO wants to see multitude of posters using that tag line
- WSO’s 888 number plus local number & information
- Entries sent in through the Delegate
- How can we get Al-Anon out of the closet?

A new service tool will appear on the members’ website called “The Best of Public Outreach”. It is a how to do it service tool for Public Outreach. There are many different types of scripts to speak to television and radio stations to run a PSA. There are sample letters. I will be playing the new PSA and then I will hand it over to Richard our Public Information Coordinator. The DVD is in English, Spanish and French.

Anyone who is nervous about doing PI this is a safe way to begin and to utilize the service tool. Go on the members website and check out all the possibilities.

In the last two years Al-Anon has played to an audience of one billion. Nielsen has regularly placed Al-Anon’s PSAs in the top 5%. The bad news is that there are still important markets in the USA & Canada that have NOT played our PSAs. Namely Los Angeles. We want to encourage all of you to make use of the tool on the Members’ website. We are all Public Information not just our Coordinators and you PI person in each of your districts.

A new Poster Campaign has been launched too! “Is someone else’s drinking tearing you apart”? WSO would like to see a multitude of posters using that tag line. The poster should have the WSO 888 number plus we will be able to use your own local numbers and information on it. The idea is to empower the fellowship to produce their own posters. The design for the poster could be sent via the Delegate or via [wso@al-anon.org](mailto:wso@al-anon.org). I have all the information. Please contact me or Richard. Do not submit copyrighted material. All submissions become the property of Al-Anon Family Groups Headquarters.

Bill Wilson said that Al-Anon would be bigger than Alcoholics Anonymous and after 60 years Al-Anon is still not well known.

How many of you can mention Al-Anon in a conversation with someone and they either do not know what it is or confuse it with AA?

## Other Information

- Do Not Refer
- Abuse Pamphlet
- Social Networks
- Stepping Stones
- Trustee Selection
- International Convention
- Tidbits

**DO NOT REFER:** WSO is not going to delist meetings or mandate a policy. Areas are free to develop their own policy regarding meetings that do not follow the AI-Anon Traditions. From there determine what support the Area needs from WSO.

**ABUSE PAMPHLET:** Tom Coffey, Assoc. Director of Comm. Literature asked the question should WSO pursue a new pamphlet on abuse? Do we want the literature committee to bring a motion to develop a piece on abuse? Lively discussion on this topic among the Conference members. A consensus vote was taken and the Conference voted not to pursue a new piece of literature on abuse, but the discussion will continue. If there is a topic that you feel is under represented in our literature consider submitting a share to the Forum.

**SOCIAL NETWORKS:** We are on FB and Twitter. Ask a newcomer "how did you find us"? We must maintain our personal anonymity on these sites and others' anonymity. Your Service Manual can be downloaded to your iPhone or iPad to iBooks. I have already done it and have it on both. If Lois can conquer the television and move forward we can too. She never resisted change.

**STEPPING STONES:** Wednesday of the Conference we were bussed to Bedford, NY to the home of Bill and Lois Wilson. Once every three years the Delegates are taken to this historical site. When that happens the Conference takes place in CT and not in Virginia Beach. It was an amazing spiritual experience. It was like entering holy ground when I entered their home. I was left with a profound feeling of gratitude. I sat at the kitchen table where Ebby first carried the message of hope to Bill W. Bill's office is named "Wit's End" & is at the top of a hilly rise on the property. Remember that Groups CANNOT make donations to Stepping Stones. This is an outside entity. If you choose to make a personal donation that is fine, but Group donations are not to be made!

**TRUSTEE SELECTION:** The Regional Trustee and Trustee At Large Affirmation Process was voted upon. I have the application package for Trustee At Large if anyone is interested in applying for this position.





## Stamford, Connecticut

INTERNATIONAL CONVENTION: July 2013 in Vancouver. Passport will be required. Registration will be out in the Fall. There will be a website. Cost will be \$115 if paid by 12/31/12. July 4 a special day of service will be held.

The plans for the 2018 AI-Anon International Convention continue. After the Conference the Site Committee heard bids from 12 different cities wanting to host the International Convention for 2018. Three cities were chosen, and site visits are in the works for the fall. More information will be shared as the process moves forward. This is not to be confused with the 2013 International Convention in Vancouver!!

This presentation will appear on the SCWS website and will be mailed to all District Reps and GRs and the AWSC. Please contact me to come and visit your Groups, Districts and Intergroups. I am happy to come and expand on the each subject area within this presentation. I have already been asked to come to Orange County Intergroup, Inland Empire Intergroup and San Diego Intergroup. My calendar is electronic and with me so I can schedule today if need be!

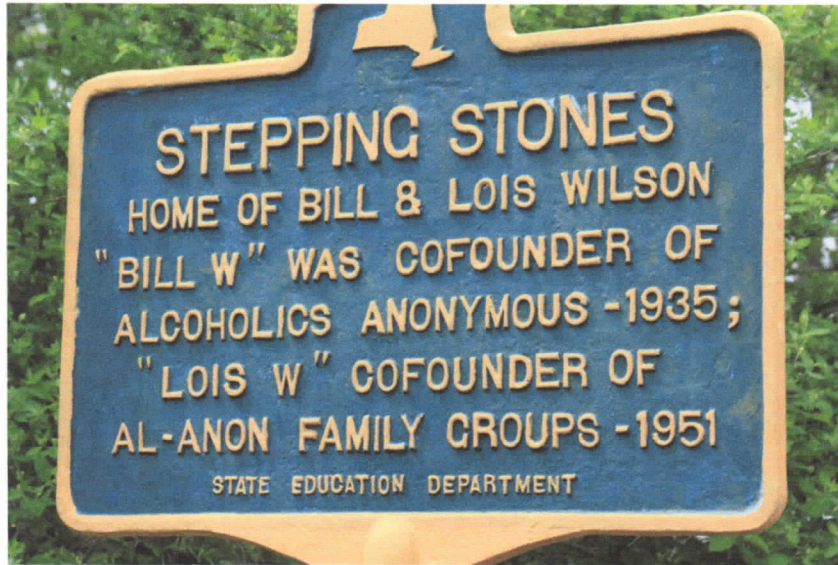
Thank you everyone for listening and for allowing me to be your voice at the WS Conference. I am available by email, phone and face to face so please contact me for any questions or concerns. I love you all.....

Jayne Crisafi, Delegate  
Panel 52, CA(S)



**Panel 52 Delegates**







Home of Bill & Lois Wilson in Bedford Hills, NY





Wit's End - Stepping Stones



***Our Spiritual Journey***

***We Get as We Give***