



August 22, 2023

RECEIVED
AUG 24 2023

Mr. Ivan Butts
President
National Association of Postal Supervisors
1727 King Street, Suite 400
Alexandria, VA 22314-2753

Dear Ivan:

As a matter of general interest, the Postal Service will be implementing a new process for retired Postal Service employees to participate in LEADing Together.

A link will be placed on KeepingPosted.Org (Retiree's website) directing visitors to the sales lead portal under "Useful resources" on the right side of the home page. The link will be available in late August 2023.

The goal is to maintain our organizations focus on continuing to support small businesses across the nation. We intend to inform as many retired postal workers of the opportunity to participate in the LEADing Together program.

LEADing Together combines the Business Connect, Clerks Care, Customer Connect, Mail Handlers Rural Reach and Submit a Lead programs into one, using a common portal for employees — and now retirees — to enter customer information.

Enclosed is some information concerning the program.

If you have any questions concerning KeepingPosted.Org, please contact Bruce Nicholson at extension 7773.

Sincerely,

A handwritten signature in blue ink, appearing to read "James Lloyd".

James Lloyd
Director
Contract Administration (NALC)

Enclosures

Retirees Program

The screenshot shows the homepage of Keeping Posted.org, a website for USPS retirees. The header includes the site name and navigation links for Home, News & reports, Health benefits, Tools, Stay connected, Resources, and Contact us. The main content area features a 'LEADing Together' banner, a 'LINK' section with a 'Listen and learn' sub-section, and a 'Useful resources' list. A red box highlights the 'Useful resources' list.

Keeping Posted.org UNITED STATES PUBLIC SERVICE

Home News & reports Health benefits Tools Stay connected Resources Contact us

LEADing Together
An opportunity to be a part of USPS growth
[Learn more](#)

USPS Retiree E-Newsletter
[Sign up now](#)
[View past issues](#)

Keeping Posted on Facebook
Visit Keeping Posted on Facebook. Like and Follow us to get regular updates on the news you can use and explore future possibilities.

LINK
Listen and learn
Videos are important to safety programs
[Read Link](#) [Browse the Link archive](#) [Sign up for Link alerts](#)

Useful resources

- LEADing Together
- Benefits Coverage of Same-Sex Spouses (OPM)
- Office of Personnel Management (OPM)
- Postmaster Reemployment FAQs
- Social Security Administration
- Thrift Savings Plan
- Video - Baby boomers: A new generation for Medicare
- [2023 Wellness Webinars](#)



LEADing Together

Retiree Program

An Opportunity to Be a Part of USPS Growth

Though you are now retired, you will always be in the USPS family and your past efforts were critical to our enduring success. Our organization is focused on continuing to support small businesses across the nation. If you are interested in voluntarily participating in those efforts, there is now an opportunity to do so through the LEADing Together program.

Because you interact with businesses like clothing retailers and restaurants every day, you may have opportunities to speak to them about USPS® products and services. If business customers are interested in having a USPS salesperson contact them, log in to the LEADing Together site and follow the prompts to share our privacy notice, collect their contact information, and submit a lead.

Thank you for your continued support to our great organization and your consideration of participating in this valuable program.

Learn More Inside



How to Enter a Lead

Using a trusted device with internet access, visit KeepingPosted.org and click on the LEADING Together link under "Useful Resources".



Log in by entering your 8-digit employee identification number (EIN). Once you start entering your EIN, the employee privacy act statement will appear. **Please be sure to use only a trusted device when entering your EIN.** Click on the "Submit a Lead" button to continue.

* Please enter your 8-digit Employee Identification Number (EIN)
XXXXXXXXXX

Submit a Lead View My Leads

! Our privacy notice will appear on screen. Please review the notice with the business customer and confirm their consent before proceeding.

Complete the form with the customer's information, being sure to fill in all sections marked with a red line. Though an email address is not required, it is helpful to include. If possible, please also share additional comments to help follow up.

Enter a new Lead

Company Contact Information

Salutation [v] [v]
First Name [v]
Last Name [v]
Company [v]
Title [v]
Email [v]
Phone [v]

Information Needed for Entry:
Customer First & Last Name
Company Name
Address (Street, City, State, and ZIP Code)
Phone Number

At the end of the form, there is an option to check the high priority lead box. This lets our sales team know the customer wants an immediate call back and will move the lead to the front of the queue for assistance within a few hours. Leads not marked high priority typically receive a response within 48 hours. Click the "Save New Lead" button.



Once the thank you notice screen appears, your lead has been successfully entered.

Checking the Status of Your Leads

- Visit KeepingPosted.org and click on the LEADING Together link under "Useful Resources".
- Log in by entering your 8-digit employee identification number (EIN) and click the "View My Leads" button.

- The individual lead status report will show all the leads you have submitted over the past 12 months, as well as information on if each lead was lost or sold and how much money was generated. If the lead is still in progress, a salesperson has contacted them and is working to complete the sale.

NOTE: It takes 24 hours for a lead to appear in your lead status report.

We value your efforts beyond your career at USPS.

Thank you for taking the time to engage current and future customers!

