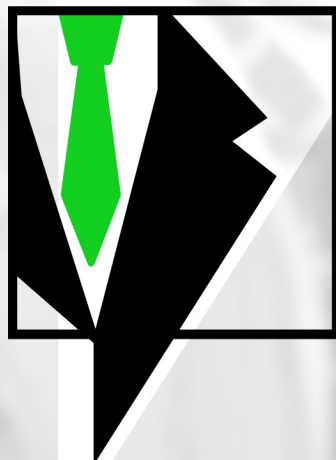


MEMBERSHIP EVENT

Informative Packet



Better Business. Better Community.



YOUR
CHAMBER
CONNECTION



“Never underestimate the power of your Chamber of Commerce!”

Where We Have Made An Impact

Month/Year	Chamber City, State	New Members	Revenue
April 2017	San Antonio, Texas (3rd)	273	\$501,503.00
July 2022	Blount County (Maryville), Tennessee (4th)	383	\$423,227.50
July 2019	Blount County (Maryville), Tennessee (3rd)	396	\$328,290.00
June 2015	Tyler, Texas (7th)	914	\$239,775.00
June 2022	Tyler, Texas (9th)	738	\$235,575.00
July 2017	Gwinnett County, Georgia	336	\$231,477.00
August 2013	Springfield, Missouri	424	\$221,039.00
August 2011	Springfield, Missouri	420	\$201,697.00
October 2014	San Antonio, Texas	215	\$198,986.00
June 2018	Tyler, Texas (8th)	678	\$187,832.00
October 2013	Cleveland/Bradley, Tennessee	555	\$183,144.00
June 2019	Gwinnett County, Georgia (2nd)	151	\$182,469.00
February 2015	Austin, Texas (2nd)	285	\$181,822.00
February 2015	Corpus Christi, Texas (2nd)	339	\$178,900.00
May 2016	Southwest Indiana (Evansville)	406	\$178,631.00
October 2021	Roseville, California	228	\$176,350.00
June 2021	Amarillo, TX (2nd)	502	\$175,750.00
August 2018	Toledo, Ohio	324	\$170,190.00
August 2014	Chattanooga, Tennessee	449	\$170,060.00
February 2019	Tomball, Texas	314	\$168,010.00
September 2015	Abilene, Texas	525	\$166,095.00
July 2016	Blount County (Maryville), Tennessee	247	\$165,100.00
July 2012	Blount County (Maryville), Tennessee	333	\$161,800.00
June 2019	Cy-Fair, Texas	230	\$156,100.00
April 2014	Southwest Indiana (Evansville)	341	\$152,730.00
February 2023	Monroe, Louisiana	362	\$152,355.00
October 2015	Springfield, Missouri (3rd)	290	\$151,377.00
November 2018	Corpus Christi, TX (3rd)	274	\$151,050.00
April 2016	Austin, Texas (3rd)	187	\$146,857.50
October 2019	Dalton, Georgia (4th)	336	\$144,040.00
June 2009	Tyler, Texas (5th)	647	\$144,025.00
May 2015	Youngstown, Ohio	359	\$141,589.00
April 2019	Wichita, Kansas (4th)	270	\$141,463.00
June 2012	Tyler, Texas (6th)	561	\$138,000.00
December 2016	Shreveport, Louisiana	300	\$133,815.00
March 2013	Albuquerque, New Mexico	145	\$132,570.00
April 2018	Chapel Hill-Carrboro, North Carolina (2nd)	195	\$131,817.00
April 2015	Winston-Salem, North Carolina (3rd)	309	\$130,509.00
May 2021	Yuba Sutter, California	226	\$126,162.50
March 2016	Newnan-Coweta, Georgia	297	\$124,970.00



“Never underestimate the power of your Chamber of Commerce!”

Where We Have Made An Impact

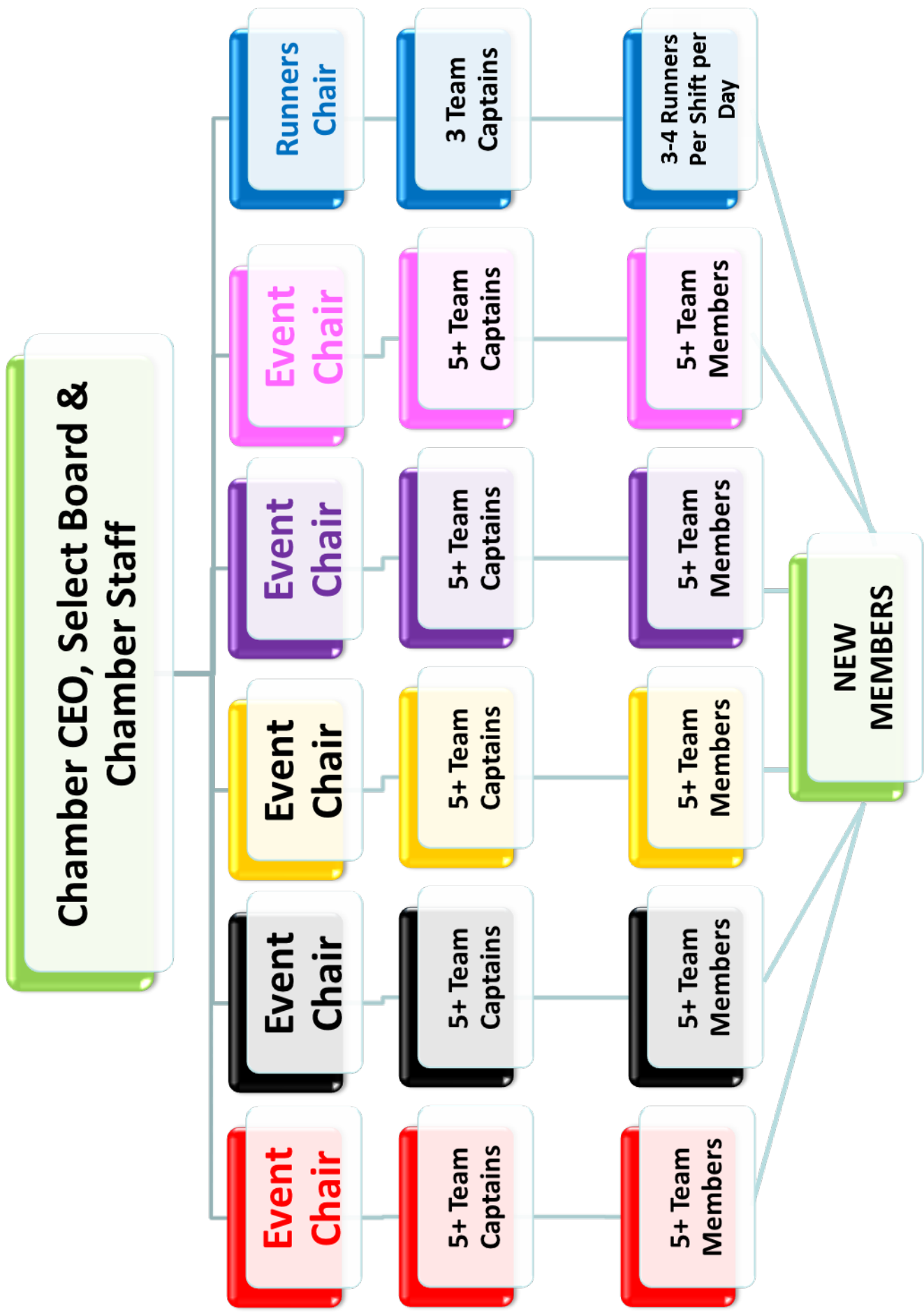
Month/Year	Chamber City, State	New Members	Revenue
March 2016	Newnan-Coweta, Georgia	297	\$124,970.00
September 2010	Rutherford County, Tennessee	505	\$123,690.00
October 2015	San Antonio, Texas (2nd)	220	\$122,472.00
December 2019	Conroe/Lake Conroe, Texas	220	\$121,750.00
December 2015	Traverse City, Michigan	243	\$120,679.00
December 2016	Conroe/Lake Conroe, Texas	223	\$120,245.00
August 2016	Johnson City, Tennessee	288	\$119,528.00
February 2016	Fort Worth, Texas (2nd)	232	\$118,539.00
May 2017	Wichita, Kansas (3rd)	245	\$118,302.00
February 2015	Fort Worth, Texas	234	\$116,699.00
January 2010	McAllen, Texas (3rd)	475	\$116,555.00
December 2022	Cheyenne, Wyoming (4th)	145	\$115,517.00
May 2022	Tulare, California (7th)	201	\$113,950.00
November 2015	Casper, Wyoming	308	\$113,900.00
May 2010	Winston-Salem, North Carolina	281	\$113,000.00
July 2018	Amarillo, Texas	511	\$112,770.00
February 2014	Austin, Texas	187	\$111,386.00
September 2012	Boulder, Colorado	271	\$110,798.00
February 2012	Winston-Salem, North Carolina	270	\$110,759.00
July 2013	Harlingen, Texas	355	\$109,963.00
May 2018	Texas City-La Marque, Texas	271	\$109,080.00
June 2013	Corpus Christi, Texas	267	\$108,255.00
March 2022	Rocklin, California	187	\$107,830.00
October 2013	Rockwall, Texas	248	\$107,648.00
August 2018	Jonesboro, Arkansas	362	\$107,455.00
March 2023	Walton County, Georgia	200	\$107,050.00
February 2016	Thurston County, Washington (Olympia)	240	\$106,655.00
June 2012	Fredericksburg, Virginia	268	\$106,631.00
August 2015	Kingsport, Tennessee (2nd)	234	\$106,615.00
April 2015	Wichita, Kansas (2nd)	226	\$105,786.00
January 2012	Decatur-Morgan County, Alabama	283	\$105,722.00
April 2022	Granbury, Texas	269	\$105,600.00
September 2013	Oak Ridge, Tennessee	184	\$104,215.00
March 2020	Walton County, Georgia	238	\$103,675.00
November 2013	Central Louisiana (Alexandria)	371	\$101,990.00
May 2019	Norman, Oklahoma	305	\$101,953.00
February 2011	Chapel Hill, North Carolina	286	\$101,846.00
June 2013	Columbia, South Carolina	213	\$101,750.00
March 2022	Lodi, California (3rd)	160	\$101,313.00



Where We Have Made An Impact

Month/Year	Chamber City, State	New Members	Revenue
November 2016	Grapevine, Texas	326	\$100,670.00
May 2021	Lake Houston, Texas	157	\$100,100.00
October 2017	Columbus, Georgia	210	\$100,015.00
November 2019	Cheyenne, Wyoming	184	\$100,000.00
March 2016	Rockwall, Texas (2nd)	190	\$98,357.00
May 2017	Sioux City, Iowa	315	\$96,798.00
June 2012	High Point, North Carolina (2nd)	209	\$96,250.00
August 2013	Dalton, Georgia	290	\$94,815.00
May 2011	Kingsport, Tennessee	252	\$94,775.00
February 2013	Bloomington, Indiana	274	\$90,282.00
June 2013	York County, South Carolina	201	\$88,108.00
February 2013	Wichita, Kansas	185	\$87,846.50
November 2014	Cheyenne, Wyoming	239	\$87,118.00
October 2012	Clarksville, Tennessee	268	\$85,893.00
April 2013	Spartanburg, South Carolina	206	\$85,575.00
October 2017	Tri-Cities, Washington	181	\$76,555.50
May 2011	Oakridge, Tennessee	183	\$76,393.00
September 2019	South OKC, Oklahoma	178	\$75,425.50
December 2019	Medford, Oregon (7th)	174	\$75,345.00
May 2019	North Little Rock, Arkansas	252	\$74,701.00
March 2019	Tulare, California	159	\$73,014.00
October 2012	Rutherford County, Tennessee (2nd)	246	\$71,985.00
July 2011	Summerville, South Carolina	233	\$70,975.00
April 2014	Surrey, British Columbia	170	\$70,389.25
August 2010	Peoria, Illinois	265	\$69,948.00
April 2015	St. Joseph, Missouri	205	\$67,661.00
January 2012	Lebanon, Tennessee	305	\$67,645.00
June 2011	Greater Dalton, Georgia	241	\$67,350.00
July 2014	Newnan-Coweta, Georgia	155	\$67,070.00
January 2012	Prince William, Virginia	184	\$66,435.00
February 2011	Greenville-Pitt Co, North Carolina	193	\$65,948.00
May 2013	Hilton Head Island-Bluffton, South Carolina (2nd)	180	\$65,830.00
April 2019	Midland, Texas	125	\$63,225.00
August 2011	Richland Co. Area, Ohio	273	\$63,073.00
April 2014	Santa Barbara, California	143	\$63,010.00
May 2015	Hilton Head Island-Bluffton, South Carolina (3rd)	153	\$61,930.00
January 2014	Thurston County—Olympia, Washington	142	\$61,435.00
March 2012	Sumter, South Carolina	165	\$60,738.00

Your Chamber Connection Membership Event Structure



Event Structure

How the Teams Work:

- The Chamber & **Your Chamber Connection** identify minimum 5 community leaders to chair the event and recruit event captains.
- Twenty-five teams are divided among four shifts, two on Tuesday and two on Wednesday.
- Morning shifts start at 8:28 a.m.
- Afternoon shifts start at 1:13 p.m.
- Each shift will include at least three teams to compete against each other.
- During each shift, **Your Chamber Connection** will train, entertain, create enthusiasm, competition, challenge the volunteers, and assist with membership recruitment.
- There is NO cold calling, no telemarketing. We do not give them any lists, the Chamber does not give them any list. We teach them how to build their own.
- Your volunteers learn the value of your organizations and why they are important to the community.

###

“ The investment I have made in Your Chamber Connection is the best investment I have made out of my eleven years with this organization. We received three things from this Membership Event. The first, and the expected, is the increase in our membership and our revenue. The second, and what I did not expect, is the community pride we gained from this Event. It was heartwarming, it was tear jerking, it was amazing what happened in the last couple of days for our community. Finally, what I didn't expect is what happened with our staff. We were reminded about the great importance for this organization we work hard for every day. It reminded us that we need to make the ask. It revived our passion for the organization that we work so hard for and we couldn't have done any of this without Your Chamber Connection!”

Laura Oblinger, Executive Director , Traverse City, MI Chamber of Commerce

What We Do:

- *Event Strategy* - YCC conducts a Pre-Event Strategy meeting with the Staff, Board Chair, and interested volunteers.
- *Event Guide* - YCC provides an Event Guide with step by step instructions for a successful program.
- *Team Recruitment Training* - YCC will conduct a Chair's Strategy meeting followed by a Captains Strategy meeting to train respective volunteers on how to build teams.
- *Membership Recruitment Training* - YCC will train all volunteers on how to recruit new members.
- *Retention Strategy* - YCC will meet with staff and volunteers following the Event to review the free Retention Strategy recommended by YCC. Step by step booklet included.
- *Post Event Party* - YCC will lead a 66 minute Post Event Party (Roast) on the final day of your event to recognize volunteers and celebrate accomplishments.
- *Sales Reports* - YCC supplies daily sales reports to the Chamber, Event Chairmen and Captains during the Event.

YCC thinks not only “Out of the Box”, but far beyond it and that is what we teach your Volunteers, Board, and Staff. From beginning to end, **Your Chamber Connection**, will work to ensure the full success of your Membership Event and we GUARANTEE you'll have a blast getting it done.

What sets us apart? With over 35 years experience, our integrity, support, talent and the multitudes of Chamber executives that affirm we are indeed the leader in generating new member revenue and leaving volunteers with a positive, “Let's do it Again!” attitude.

We are confident in our ability to deliver a Membership Event that exceeds your expectations - both creatively and logistically.

###

“Our recent membership event far exceeded everyone's expectations. My personal goal was to recruit 300 new members during the event, however, 504 members joined the Chamber during this membership blitz! Not only did this provide a much needed shot in the arm for our Chamber but the event also provided a wonderful opportunity for networking and teambuilding among the volunteers. Thank you to Your Chamber Connection and we are looking very forward to our next membership event in 2012!”

- Paul Latture III, President, Rutherford County Chamber of Commerce

###

Chamber of Commerce Responsibilities

What Your Chamber Will Need to do:

- Identify Event Staff and Volunteers to work directly with YCC.
- Identify and recruit a minimum of 5 community leaders to chair your Event.
- Provide luncheon or breakfast for the Chair and Captains meetings.
- Prepare training packets for Chair and Team Captains (information for packets provided by YCC).
- Maintain communication with Chairs and Captains through e-mail or fax prior to and during the Event (samples provided by YCC).
- Prepare New Member packets.
- E-mail daily sales reports to Chairs and Captains during the Event.
- Prepare and send membership invoices when necessary.
- Supply daily refreshments (i.e. water, soda, coffee) to volunteers.
- Arrange and/or sponsor Post-Event Celebration Party at a suitable location with refreshments for volunteers.

###

"It was a great experience. Our volunteers, some of whom had never been involved, learned what their chamber has to offer and absolutely enjoyed selling the opportunity to join their chamber. YCC staffers were very professional and did exactly what they said they would do. The event was a lot of fun....really it was fun....and we added 251 new members and over \$90,000 in revenue."

Miles A. Burdine, President & CEO, Kingsport Area Chamber of Commerce

###

Typical Event Time Line

<u>Process</u>	<u>Date</u>	<u>Time</u>	<u>YCC</u>
Initial Meeting with Staff	01/16/xx	10:59 am	YCC Staff
Pre-Event Strategy Meeting	01/16/xx	12:01 pm	YCC Staff
Chairs' Meeting	03/05/xx	11:47 am	YCC Staff
Captains' Meeting	03/19/xx	11:33 am	YCC Staff
Event Set-Up	04/01/xx	TBD	Chamber & YCC Staff
Membership Event	04/02/xx – 04/03/xx (3 hour shifts at 8:28 am & 1:13 pm)		2 - YCC Staff
Event Review/Retention Meeting	04/04/xx	9:01 am	YCC Staff
Post-Event Party	04/104/xx	5:21 pm	YCC Staff

For any questions or changes, call:

Office: 800-678-6241 Fax: 817-576-4410

Jessica Bravo : 919-440-3320 Email: jessica@yourchamberconnection.com

Website: www.yourchamberconnection.com



**MEMBERSHIP DEVELOPMENT AGREEMENT BETWEEN Your Chamber Connection and
YOUR CHAMBER OF COMMERCE**

The following is a contract agreeing to a Membership Event (also shown as membership drive, or drive, or Event) of two (2) or three (3) days duration commencing _____, 20xx through _____, 20xx under the direction of Your Chamber Connection (also shown as YCC) (a d.b.a. of DEITCHMAN & DEITCHMAN, INC.) for YOUR CHAMBER OF COMMERCE. (also shown as THE CHAMBER or THE CHAMBER OF COMMERCE. The balance of the week days may be required for paperwork and collection cleanup.

I: RESPECTIVE RESPONSIBILITIES:

A: CHAMBER OF COMMERCE/EVENT COMMITTEE-

1. Coordinate with the responsible Chamber staff the recruitment of team leaders and team members. A minimum of five (5) active Event Chairpersons will be required to attend and participate at the Chairs Meeting, the Captains Meeting, and the Event. A minimum of twenty (20) active Captains will be required to attend and participate at the Captains' Meeting and Event.
2. Provide an adequate facility for the Event (must be available for setup by noon on Monday, _____, 20xx with volunteers notified to bring in their own cellular phones for each three hour shift. Also provide a minimum of twenty-five (25) sales volunteers per shift, and a minimum of three (3) runners per shift to deliver membership packets and to pick up any checks. There will be four (4) shifts utilizing an optimum of five (5) teams (minimum of 4 teams,) of six (6) sales volunteers per team, competing against each other. Extra runners will be required the balance of the Event week. THE CHAMBER is responsible for recruiting all runners, with twenty (20), the optimum number. The minimum investment for a small company will not be less than \$250.00 including any one time administrative fee. Unless mutually agreed upon beforehand, any student, retiree, non-profit, individual, or associate investment will not be less than \$125.00 including any one time administrative fee. The Chamber will not advertise or promote less than annual fees during the Membership Event.
3. Arrange for, and host a Post-Event Celebration for the volunteers on the Thursday of the Event week.
4. Make arrangements for and assume cost of accommodations/meals for YCC staff during the Event week.
5. Assume the cost of travel (air & ground transportation) for YCC staff during the Event week as well as for the Pre Event, the Chairmen's and Captains' meetings. All mileage when personal automobiles are used will be billed at then current IRS allowances.
6. If requested, provide one night's accommodations for the Pre-Event, Chairs' and Captains' meetings.
7. Return a signed copy of this agreement to YCC by _____ 20xx in order to hold the Event week for the Chamber.

B: Your Chamber Connection -

1. Prior to the Event, conduct a Pre Event Meeting, a Chairs' Meeting and a Captains' Meeting in order to assist in forming effective teams.
2. Throughout the Event, provide effective training, monitor and assist telemarketing/sales volunteers in their efforts. Coordinate the administrative functions relative to runners, membership packets, incentives, gift presentations, etc.
3. Provide the Chamber with documentation of Event facts including information on volunteer involvement and results.

II: FEES AND CANCELLATION POLICY:

A: Your Chamber Connection Fees-

On the last day of the Event week, THE CHAMBER OF COMMERCE agrees to pay YCC it's Standard Fee of one-third (1/3) of the dollars collected during the Event week date of Monday, _____, 20xx through Friday, _____, 20xx or the Cancellation Fee (\$6,000.00) plus expenses, whichever is greater.

B: CANCELLATION POLICY:

any cancellation is not submitted to YCC in writing within at least one hundred and fifty (150) days prior to the commencement of the Event, THE CHAMBER OF COMMERCE agrees to reimburse YCC the sum of six thousand dollars (\$6,000.00, the "Cancellation Fee") plus out-of-pocket expenses incurred and time spent preparing the groundwork for the Event. The Cancellation Fee plus expenses must be paid immediately upon cancellation. Event date change must be at least one hundred and fifty (150) days prior to Event week Monday. If the Event has not been cancelled and the Chamber fails to meet its responsibilities described above in paragraph I(4)(2), THE CHAMBER agrees to reimburse YCC the greater of the Cancellation Fee plus expenses for YCC's time and expenses, or (2) the Standard Fee. THE CHAMBER agrees that the fees set forth in this paragraph are reasonable estimates of YCC's minimum earnings and expenses in the event of such circumstances.

C: This agreement shall be interpreted and enforced pursuant to the laws of the State of Texas. Disputes regarding cancellation shall be settled through binding arbitration in Tarrant County, Texas. Each party shall bear its own costs and attorney fees.

D: In the event of a natural disaster or other act of God that causes cancellation of the Event, the Chamber will be given the opportunity to reschedule the Event for another mutually agreeable date. If the Chamber agrees to another date for the Event, the Chamber shall not be responsible for any cancellation fees associated with the cancellation of the original Event date, and shall be responsible for paying only one-half of the expenses incurred by YCC up to the date of such cancellation. If the Chamber does not agree to reschedule the Event, it will remain obligated to pay the cancellation fees as otherwise provided under this Agreement.

III: MISCELLANEOUS PROVISIONS:

A: THE CHAMBER also agrees that all documents supplied by YCC, and the information contained therein, is the confidential and proprietary property of YCC, and cannot be disseminated to any other membership management Companies or third parties, without written approval of YCC.

B: This contract super cedes all prior agreements, whether written or oral, and the parties have not made or relied upon any representations or promises except those made in this agreement.

C: The individuals signing this agreement represent that they have full and proper authority to bind the party on whose behalf they are signing.

AGREEMENT:

THESE TERMS, CONDITIONS AND THE RESPONSIBILITIES OF THIS CONTRACT ARE UNDERSTOOD BY THE CHAMBER OF COMMERCE TO BE VALID AND BINDING. For YOUR CHAMBER OF COMMERCE

Name and Title

Date

Lorraine Deitchman, President

Date