

W.A.C.E. MEMBERSHIP HAS ITS PRIVILEGES

Have questions about operating your chamber? Don't know where to turn to for the answers? Join W.A.C.E.! W.A.C.E. maintains resource files of materials dealing with a variety of chamber management trends and issues. W.A.C.E. has up-to-date information on:

- Membership retention and recruitment
- Job descriptions for the chief paid executive and chamber volunteer leaders
- Certificate of origin policy guidelines
- Economic development
- Bylaws and articles of incorporation
- City/county contract guidelines
- Executive contracts
- Public policy and business advocacy
- Newsletter guidelines
- Planning conference and retreat outlines
- Business plan development
- Volunteer recruitment
- Website development
- Technology trends

In addition, W.A.C.E. produces some great publications designed for the successful chamber executive:

- **“The Insider”** — the monthly publication specifically designed for W.A.C.E. members. Timely articles on chamber trends, results of weekly chamber executive opinion polls, chamber best practices, leader-to-leader commentaries, and much more. *(Included with your membership investment)*
- **NEW! Government Affairs for Chambers — Start to Finish** — a compendium of articles and best practices written by Chamber professionals on everything from the basics to political action. *\$15 each/W.A.C.E. members; \$35 each/non-members.*
- **Blueprint for Building a Successful Chamber of Commerce** — an in-depth look at the role of the chamber board of directors and chief executive officer, plus samples of bylaws, operating policies, job descriptions, etc. *\$15 each/W.A.C.E. members; \$35 each/non-members.*
- **Planning Conference/Retreat Facilitator List** — a list of chamber executives and consultants who facilitate retreats, planning conferences and board training workshops. *The list is available FREE, upon request, to W.A.C.E. members.*
- **Salary Survey and Fringe Benefit Information** — W.A.C.E. members can receive a customized letter detailing salary and fringe benefit information based on survey returns of comparable chambers based on the number of members and size of budget. Let us help you get that well-deserved raise! *(Because the response is individualized, turn-around time is usually one week or less.)*

Visit the **W.A.C.E. website at: www.waceonline.com**

W.A.C.E. members are provided a username and password to gain access to all areas of the W.A.C.E. website, which features:

- W.A.C.E. Membership Directory
- W.A.C.E. Annual Conference Information
- Past Issues of the “Insider”
- Coming Events Calendar
- “Members Only” Section, featuring:
 - ✓ On-Line Discussion Forum
 - ✓ Survey of Chambers with Government Contracts
 - ✓ W.A.C.E. Technology Survey
 - ✓ Chamber Job Openings Listings
 - ✓ W.A.C.E. Membership Retention Survey
 - ✓ Weekly “Members Only” Opinion Polls

Please Join More Than 500 Other Chamber Professionals in Becoming a Member of W.A.C.E. It Is One of the Best Investments You Can Make in Yourself!

W.A.C.E. Membership Application

Western Association of Chamber Executives • www.waceonline.com

Membership Classifications

General Member — Executives (Chief Paid Chamber Employee)

Annual salary range:	Rate
<input type="checkbox"/> \$0 - \$24,999	\$160
<input type="checkbox"/> \$25,000 - \$39,999	\$235
<input type="checkbox"/> \$40,000 - \$54,999	\$285
<input type="checkbox"/> \$55,000 - \$99,999	\$370
<input type="checkbox"/> \$100,000 or more	\$425

Staff

- Special Offer Below -
*If the chief paid executive is a W.A.C.E. member,
chamber staff may join for \$55 each*

Associate Member:

- Those who have held the classification of chief executive, but whose severance from a compensated position has made reclassification mandatory; or
 - Compensated non-chamber of commerce non-profit organization executive employees.
- \$100 annually

Sustaining Member:

- Those individuals or firms who are not qualified for membership within other classifications who desire to financially support W.A.C.E.
- \$595 annually
(Includes tradeshow booth at annual conference)

Membership Information

Name _____ Title _____
Chamber/Organization/Business Name _____
Address _____
City/State _____ Zip _____
Phone (_____) _____ FAX (_____) _____ County _____
e-mail address _____ home page address _____
Number of Members _____ Total Chamber Budget _____
Signature _____ Date _____
Recruiter (if applicable) _____
Years in Chamber Business _____ Years in current position _____

Special Offer for Staff Members

If the chief paid executive is a W.A.C.E. member, chamber staff may join for \$55 each.

Name _____ Title _____ \$55

The Bottom Line

Amount of dues enclosed \$ _____
Voluntary contribution to Education Foundation \$ 50.00
Total enclosed (please make check payable to W.A.C.E.) \$ _____
Visa/MC # _____ Expiration Date _____

*Contributions or gifts are not deductible as charitable contributions for federal income tax purposes.
However, dues payments are deductible by members as an ordinary and necessary business expense.*

W.A.C.E. • P.O. Box 1736 • Sacramento, CA 95812-1736 • Phone (916) 442-2223 • FAX (916) 444-6685
e-mail: info@waceonline.com