



## DUAL MEMBERSHIP APPLICATION

Campaign Code

(Please Print or Type)  Mr.  Ms.  Mrs.  Dr.

First Name \_\_\_\_\_ Middle Name \_\_\_\_\_ Last Name \_\_\_\_\_

All Over Certification  CMP  CHME  CMM  CHSE  CRME  CHBA  OTHER \_\_\_\_\_

Organization Name \_\_\_\_\_

Job Title \_\_\_\_\_

**Preferred Mailing Address:**  Home  Company

**Preferred Email Address:**  Home  Company

### HOME CONTACT INFORMATION

Street Address \_\_\_\_\_

Apt/Suite/Office \_\_\_\_\_  
(Note: UPS will not deliver to a PO Box)

City/Town \_\_\_\_\_ State/Province \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

### WORK CONTACT INFORMATION

Street Address \_\_\_\_\_

Apt/Suite/Office \_\_\_\_\_  
(Note: UPS will not deliver to a PO Box)

City/Town \_\_\_\_\_ State/Province \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

### MEMBERSHIP CATEGORY YOU REPRESENT:

(check one please)

#### Supplier Meeting Professional

– a person who provides and/or sells products and services to the meetings industry, such as a destination management, hotelier, audio-visual, florist, transportation, production or convention and visitor's bureau company. This classification of membership is not limited to the groups listed.

#### Meeting Management Professional

##### Planner

51% or more of time spent planning

##### Supplier

49% or less of time spent planning

– a person who is a sole proprietor of, or is employed or engaged by, a meeting management company. They provide meeting services including strategic and financial management and/or professional meetings management services to multiple clients. The applicant must specify whether their job responsibilities are primarily planning or supplying based on where they spend 51% or more of their time by checking one of the boxes provided above.

### CHAPTER AFFILIATION

One of the biggest perks of dual membership is your new relationship with your local chapter. We'll assign you to a chapter based on your geographic coordinates (longitude and latitude not required), unless you indicate otherwise below.

I prefer to be assigned to \_\_\_\_\_ Chapter.

How did you hear about MPI? \_\_\_\_\_

Were you ever a member of MPI? \_\_\_\_\_

Name or member number of member who recruited you \_\_\_\_\_

### DUES

#### MEMBERSHIP TO MPI AND H SMAI BELONGS TO THE INDIVIDUAL WHO ORIGINALLY JOINS THE ASSOCIATION, RATHER THAN THE EMPLOYING ORGANIZATION.

Member dues are nonrefundable and are due annually on the anniversary date of acceptance. Dues quoted are effective July 1, 2015 and are subject to change. Membership dues include an annual subscription to The Meeting Professional magazine. Approximately 20% of dues are rebated to local chapters for membership support and education.

\$690 for New Members to both MPI & H SMAI

\$ \_\_\_\_\_ Current members of either organization, please call MPI Member Services at 972.702.3053 to receive your pro-rated price.

Voluntary Contribution to support the work of the MPI Foundation.  
(May be tax-deductible as a charitable contribution)

\$45  \$60  \$100  Other \$ \_\_\_\_\_

H SMAI Foundation \$ \_\_\_\_\_

### Payment Information

Check Enclosed  MasterCard

VISA  American Express

Please send an invoice for payment

Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

CVV Number: \_\_\_\_\_ (3 or 4 digit number on the back of the card)

Total Amount: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

### REALLY IMPORTANT! >

The following pages are designed to build your MPI member profile so we can get to know you better. Please fully complete the next section and, in turn, we'll do our part by developing services and programming that best fit your needs.

# HSMAI SPECIFIC QUESTIONS

## 1. Type of Firm

- Advertising Agency
- Airlines
- Area Attraction
- Association
- Business Intelligence Company
- Casino
- Conference Center
- Consultant
- Convention & Visitor Bureau
- Cruise Line or Passenger Ship
- Digital Marketing Agency
- Exhibition Company/Services
- Faculty
- Hotel DOSM-Property Level
- Hotel Management Company
- Hotel Representative Firm
- Hotel Corp/Reg/Nat Sales Office
- Meeting Planner/Event Planner
- Online Travel Agency
- Other Hotel Managers-Property

- Other Industry Service Provider
- Press
- Public Relations Agency
- Publishing Company
- Recruiters/Head Hunters
- Restaurant/Dinner Theater
- Rev Manager-Hotel Mgmt. Co.
- Rev Manager-NSO/Corp. Office
- Rev Manager-Property Level
- Student Members
- Technology Provider
- Tour & Travel Agents
- Training Company
- Transportation Company

## 2. Chapter Selection

- Arizona – Greater Arizona Chapter

### ASIA

- Hong Kong/Macau/China/Taiwan
- Singapore/Malaysia/Thailand

- Australia

### CALIFORNIA

- Central California Chapter
- Greater Los Angeles Chapter
- Northern California Chapter
- Orange County Chapter
- San Diego Chapter

- Canada – British Columbia

- Caribbean – Curacao

### COLORADO

- Southern Colorado Chapter
- Denver Chapter
- Vail Valley Chapter

### CONNECTICUT

- Greater New York Chapter (New York City)
- Boston Chapter

- Delaware – Greater Philadelphia Chapter

- District of Columbia – Washington, DC Chapter

### FLORIDA

- Central Florida Chapter (Orlando)
- Florida Keys Chapter
- Northeast Florida Chapter (Jacksonville)
- South Florida Chapter (Ft. Lauderdale-Miami-Palm Beach)

- Georgia – Georgia Chapter (Atlanta)

- Hawaii – Hawaii Chapter

- Illinois – Illinois Chapter (Chicago)

- Louisiana – Gulf South Chapter

- Maine – Boston Chapter

### MARYLAND

- Maryland Chapter (Baltimore)
- Washington, DC Chapter

- Massachusetts – Boston Chapter

- Mexico – Mexico Chapter (Mexico City)

- Minnesota – Minnesota Chapter (Minneapolis-St. Paul)

- Mississippi – Gulf South Chapter (Biloxi)

- Missouri – Missouri Chapter (St. Louis)

- Nebraska – Heartland Chapter (Omaha)

- New Hampshire – Boston Chapter

### NEW JERSEY

- Greater Philadelphia Chapter
- Greater New York Chapter

### NEW YORK

- Greater New York Chapter (New York City)

- North Carolina – North Carolina Chapter (Raleigh)

- Ohio – Ohio Chapter (Columbus)

- Oregon – Oregon Chapter (Portland)

### PENNSYLVANIA

- Northeast Pennsylvania Chapter (Scranton)
- Greater Philadelphia Chapter
- Rhode Island – Boston Chapter

### SOUTH AMERICA

- Brazil
- Argentina

- South Carolina – South Carolina Chapter (Charleston)

### TENNESSEE

- Mid-South Chapter (Memphis)
- Nashville Music City Chapter

### TEXAS

- Austin Chapter
- Dallas-Ft. Worth Metroplex Chapter
- Greater Houston Chapter

- United Arab Emirates

- Vermont – Boston Chapter

### VIRGINIA

- Hampton Roads Chapter (VA Beach)
- Washington, DC Chapter

- Washington – Seattle Chapter

## 3. Primary Reason for Joining

- Access to members-only website resources
- Access to sales & marketing resources
- Access to weekly industry newsletter & resources
- Business development
- Digital marketing interests
- Education
- Efforts to promote a voice for hospitality
- Exhibits at HSMAI's MEET tradeshow
- Faculty hospitality marketing interests
- Hotel director of sales & marketing interests
- HSMAI Foundation education/charitable activities
- Networking at chapter or local level
- Opportunities to learn new leadership skills
- Professional development opportunities
- Professional networking at HSMAI produced events
- Resort Marketing interests
- Revenue Management interests
- Special pricing on tradeshow or conferences

## 4. Areas of interest

### Revenue Management

- Forecasting
- Strategy
- Pricing
- Performance Analysis
- Market Segmentation
- Channel Management

### Sales

- Research
- Prospecting
- Negotiation
- Closing
- Relationship Selling
- Sales Strategies
- Sales Measurements
- Group Market Trends
- Leisure Market Trends
- Corporate Market Trends

### Marketing

- Advertising
- Digital Marketing
- Public Relations
- Internet & Social Media
- Direct
- Branding
- Mobile Marketing
- Email Marketing
- Resort Marketing

# FINISH

## ACKNOWLEDGEMENT

All information provided in this application is complete and correct to the best of my knowledge and belief and if additional information is needed, I will supply it. I shall conduct my activities in accordance with the Bylaws, Policies and Procedures, and Principals of Professionalism of MPI and HSMAI as they are now or amended in the future.

I waive and release all claims, demands and actions that I now or may in the future have against MPI and HSMAI, its officers, directors, members, agents, employees and chapters for any act or omission, in granting or denying membership in MPI and HSMAI or in censoring, suspending, expelling, or terminating my membership.

I agree to allow my contact information to be included in all MPI and HSMAI marketing preference lists.

If I am using a credit card, I authorize MPI to process such request in accordance with the appropriate credit card rules and regulations governing it.

**Signature Required** \_\_\_\_\_

**Print Name** \_\_\_\_\_

**Send membership application  
with payment to:**

**Meeting Professionals International**

2711 LBJ Freeway  
Suite 600  
Dallas, TX 75234

**Tel** +1-972-702-3000

**Fax** +1-972-702-3065

**Web** [www.mpiweb.org](http://www.mpiweb.org)

**Email** [feedback@mpiweb.org](mailto:feedback@mpiweb.org)