



Membership Sales Cheat Sheet

Remember these important things when talking about Membership sales:

NEW MEMBERSHIP SALES

MEMBERSHIP LEVELS	
Signature	\$400
Premier	\$1,500
Chairman's Circle	\$5,000 (minimum)
Non-Profit (501c3 only) Signature	\$250
Non-Profit (501c3 only) Premier	\$750
Non-Profit (501c3 only) Chairman's Circle	\$2,500
Sole Proprietor Special Rate	\$250 (must be a one-two person business)

We have THREE Levels of Membership and each one works for different reasons:

Signature is great for small businesses, or for someone that wants to get started. Premier is a great option for companies with multiple locations as it allows more listings and promotional opportunities, as well as someone who is interested in Chairman's Circle but not quite ready for that level of investment. Premier allows them to attend 2 Chairman's Circle events annually.

We have special pricing for Non-Profits, Elected Officials, and Sole Proprietors

These reduced rates are a great selling point to get people involved- especially at a higher level for a lower dollar amount. Note that the Non-Profit rate is also the Elected Official Rate. Be vigilant please on the Sole Proprietor rate.

Completing the Application

These steps are vital to ensure proper processing

- Make sure new members fill out the application completely.
- Obtain a CHECK payable to the **Cobb Chamber** or credit card information. We accept **VISA, MasterCard, American Express and Discover**. If necessary, have the new member mail the check and application directly to the Chamber or complete the online application.
- **Determine the proper category where the business should be listed** – refer to category listings on cobbchamber.org/search.
- Be sure to put **YOUR name** and company on the "Who helped you join?" line.

