

10 Ways to Maximize Your Chamber Membership

1

PROVIDE A DISCOUNT OR PROMOTE YOUR COMPANY EVENTS

Offer a discount and publicize your products and/or events to other Chamber members. Post your coupon or event information on the Member Login section of the website. Your company events will be promoted in our weekly electronic newsletter the week prior to your event.

2

POST JOB OPENINGS ON NATIONJOB

NationJob is a FREE job posting service for members with 30 or fewer employees. Companies with more than 30 employees receive discounts on job postings.

3

BENEFIT FROM BUSINESS REFERRALS AND LEADS

The Chamber fields thousands of requests each year from people searching for local products and services. We refer our callers and visitors to our members. Use the Member Login section of the website to keep your information updated for these referrals and for visitors to our online Membership Directory.

4

REQUEST ASSISTANCE WITH A RIBBON-CUTTING OR GROUND-BREAKING EVENT

If you are moving to a new location, opening a new business, or celebrating an expansion, our staff will assist you with planning and promotion and our Chamber Champions Committee will attend.

5

RECEIVE A CHAMBER WELCOME PACKET

In addition to information about Chamber events, programs and services, our Welcome Packet contains a Chamber Member plaque and window cling to display at your business. You will also receive electronic Chamber Member logos for your printed materials and/or website.

6

CONNECT WITH US ON SOCIAL MEDIA

Follow us on Facebook, Twitter and Instagram (@ChamberWichita), find our Wichita Regional Chamber page on LinkedIn, and subscribe to our blog at blog.wichitachamber.org.

7

SPONSOR EVENTS OR PLACE ADS

Sponsor a Chamber event or place an advertisement in our publications or on our website to promote your products and services.

8

SUBSCRIBE TO CHAMBER NEWSLETTERS

You and your employees are eligible to receive our electronic newsletters. Our weekly newsletter, *eSynergy*, publishes every Thursday and recognizes new members. *The Advocate* contains updates from Topeka every Friday during the legislative session.

9

ATTEND NETWORKING EVENTS

Take advantage of the multiple networking opportunities we offer every month. Face-to-face networking is an effective way to increase your visibility and gain new clients.

10

TAKE ADVANTAGE OF DISCOUNTED MEMBER PRICING AT EVENTS

A number of Chamber events (listed below) are open to the public and members receive discounted pricing.

Annual Meeting
Chairman's Lunch
Educational Seminars

Exposure (B2B Trade Show)
Golf Tournament

Honors Night
Metro Mingles





Chamber Events

Annual Meeting This signature event includes a celebration of the year's accomplishments, a review of the priorities for the upcoming year, and a presentation from a nationally-known speaker.

Small Business Owner Roundtable Bi-monthly meetings held exclusively for small business owners. Sessions are facilitated, open forums for small business owners to discuss issues critical to the success of their business.

Chairman's Lunch Each new year kicks off with this well-attended event featuring the vision for the upcoming year from the perspective of our new Chamber Chair.

Chamber Issue Forum This event sets the stage for up-to-the-minute dialogue with a guest speaker on an issue or concern important to Chamber members, area businesses, or the community.

Exposure This business-to-business trade show provides an excellent opportunity to connect with current clients and develop new prospects. Two hundred vendors take advantage of Wichita's premiere networking event to promote their products each year.

Federal Issue Forum Join other Chamber members for breakfast or lunch and an inside view of Washington politics.

Golf Classic Bring your game and enhance your network at the annual Chamber Golf Classic held in June.

Honors Night Held annually in April, this sell-out event recognizes achievements of Chamber members in three categories: corporate, architectural, and individual. The awards are Exceptional Young Leader, Keeper of the Plains, Over the Years, Spirit of Wichita, and Uncommon Citizen.

Local Elected Officials Reception A networking reception with elected officials from Wichita, Sedgwick County, and South Central Kansas, this is a virtual "who's who" in local politics and business.

Member Business Exchange These bi-monthly events are described as "speed dating for your business." Attendees meet one-on-one in five-minute rotations to describe their respective businesses, exchange business cards, and develop referrals.

Metro Mingle These quarterly events are a valuable opportunity to interact with fellow members in an informal business setting. Enjoy food, beverages, and fun while making new contacts.

More events listed on reverse side.

Events in orange are focused on small businesses.



Chamber Events

Networking at Noon These pure networking events are the opportunity to grab a bite to eat and work the room while meeting new people and developing new client prospects.

Resource Outreach This individual outreach program helps new small business members identify and connect with community resources that can help them maximize their growth.

Small Business Awards This annual program, featuring three networking events, provides local small businesses the opportunity to showcase their company, share their story, and be recognized for their impact on our community.

State Legislator Reception and Appreciation Dinner Following adjournment of the Kansas Legislature, the Chamber hosts this upscale evening that includes a social hour, dinner, and an opportunity to visit one-on-one with your Senator and/or Representative.

Sunrise Scrambler Build your business and your brand while interacting with 120+ business leaders. This monthly event is held at various Chamber member businesses, and each event includes breakfast and a presentation on a relevant business topic.

Taking Care of Business Seminars Learn from industry leaders through these informal presentations, a question and answer exchange, and interactive dialogue with peers.

Topeka Legislative Reception Held in Topeka during the Kansas legislative session, this reception is the perfect opportunity for Chamber members to meet elected officials -- a must-attend event for those who want to be on the inside track of legislative activity.

Washington Fly-In This annual trip is an opportunity for members to build relationships with the Kansas Congressional Delegation in D.C. and provide input about the challenges faced by local businesses.

Special Event for New Members

Membership Maximizer These are bi-monthly orientation sessions for new members or new employees of current members who want to learn more about the benefits of their membership. You'll exchange business information with attendees and learn how you can promote your company on the Chamber's website. This is also an opportunity to get acquainted with Chamber staff and hear testimonials from current members.

More events listed on reverse side.

Events in orange are focused on small businesses.

How to Become **MORE** Involved and **GAIN** Exposure for Your Business

▶ **Contacts Clubs** These are industry-exclusive leads groups that meet to exchange leads and referrals. Attendance and Leads Guidelines apply. These group are free to join – you only pay for your meals.

Group A: Meets twice per month on the second and fourth Friday of the month, from 11:30 a.m. – 1 p.m. at The PourHouse (711 E. Douglas Ave.).

Group B: Meets once per month on the first Tuesday from 11:30 a.m. – 1 p.m. at the Chamber (350 W. Douglas).

If you are interested in joining a Contacts Club, please email Kresta Dundas at kdundas@wichitachamber.org.

▶ **Chamber Champions Committee** This group is for experienced Chamber members that have been active for a minimum of six months and represents the Chamber at ribbon cuttings, ground breakings, grand openings and other Chamber member events. Attendance and participation guidelines apply. Champions must also be willing to act as a mentor to new Chamber members, which entails being knowledgeable about the Chamber and all of the benefits of membership. This group also meets monthly to discuss upcoming events and for networking.

If you are interested in joining this committee, please email Kresta Dundas at kdundas@wichitachamber.org.

▶ **Membership Campaign Committee** Members identify and recruit area businesses that would benefit from membership.

If you are interested in joining this committee, please email Angie Elliott at aelliott@wichitachamber.org.

▶ **Exposure Committee** Exposure is the Chamber's annual business-to-business tradeshow. Businesses who have exhibited are welcome to have a representative on the planning committee. Committee members mentor new exhibitors, plan exhibitor orientations and develop ideas to improve the overall attendee and exhibitor experience.

If you are interested in joining this committee, please email Chelsea Dyer at cdyer@wichitachamber.org.

▶ **Golf Classic Committee** This committee plans the annual Chamber Golf Classic. They ensure the Chamber tournament meets the high expectations of golfers and sponsors. Members provide creative ideas for event logistics, sponsor benefits and golfer interaction in addition to soliciting new tournament participants.

If you are interested in joining this committee, please email Chelsea Dyer at cdyer@wichitachamber.org.

▶ **Government Relations Committee** Committee and sub-committee members monitor state and federal actions that affect business, as well as the activities of city and county governments. They also serve as a liaison between local military organizations and the Chamber. (See sub-committee list on back).

If you are interested in joining this committee, please email Andrew Wiens at awiens@wichitachamber.org.

Sponsorship and Advertising Opportunities

▶ Sponsorship Opportunities

With such a wide variety of Chamber sponsorships, it couldn't be easier to gain exposure for your business. Sponsor an event, a committee meeting or program and you will quickly be on your way to establishing solid name recognition for your business.

If you are interested in sponsorship opportunities, please email Jaime Dupy at jdupy@wichitachamber.org.

▶ Advertising Opportunities

Create even more awareness about your business and place an ad in our weekly electronic newsletter, eSynergy. Banner ads on the Chamber website are also a great tool for creating name recognition.

For more information, please email Monica Poe at mpoe@wichitachamber.org.

Connect with Your Peers!

▶ W /A Community of Young Professionals

W (formerly Young Professionals of Wichita) has created Action Teams to implement specific goals and strategies designated by the W Board. Each team meets monthly, or as needed. W requires a separate membership. If your company is a current Chamber member, dues are \$50 per person. For non-Chamber members, the cost is \$65 per person.

If you are interested in becoming involved with W, please email Alejo Cabral at acabral@wichitachamber.org.

▶ Spouse Career Network

The Spouse Career Network is a service that connects spouses of professionals new to the Wichita area to local employment opportunities at Chamber member companies. It is free for both spouses and employers.

For more information please email Jan Baggett at jbaggett@wichitachamber.org.



How to Become **MORE** Involved and **GAIN** Exposure for Your Business

Government Relations Sub-Committees

▶ Air Services Sub-Committee

This committee addresses issues related to maintaining and enhancing air service at the Dwight D. Eisenhower National Airport. Currently, air service at Dwight D. Eisenhower National Airport provides Kansans access to existing major hub airports such as Atlanta, Chicago O'Hare, Dallas/Ft. Worth, Denver, Phoenix and St. Louis. From these existing airline hubs, Kansans can connect to almost anywhere in the world. Committee members are updated on current trends and issues that affect the air services industry. This is a coordinated effort with involvement and leadership from the business community in partnership with the airport authority.

▶ Business Development Sub-Committee

Designed to improve the working relationships between local governments and local businesses, the committee discusses concerns relative to doing business with the City of Wichita and Sedgwick County. Local government sends key staff people to listen, observe and take back information to other staff to impact the development process and lessen regulations that impact business development.

▶ Environmental Resources Sub-Committee

Focusing on a wide range of regulatory and legislative issues related to air emission, water use, waste management, renewable energy, energy efficiency and energy rates, the committee includes environmental experts within member companies. Committee members are responsible for developing/reviewing proposed policies relating to environmental and energy issues. The primary focus of the committee is on state-level issues under consideration in Topeka, however, the committee also addresses related federal and local issues.

▶ Federal Affairs Policy Sub-Committee

This committee meets to discuss legislation and policy that exists at the federal level that impacts the Wichita region, develops the Chamber's annual federal policy agenda, and meets regularly with the area congressional delegation. Chamber members and their employees have an opportunity to interact with Kansas' federal lawmakers and staff.

▶ Military Affairs Sub-Committee

The focus of this committee is providing civilian support to McConnell Air Force Base and engaging in components of the military and veterans spectrum, with providing special attention paid to the well-being of veterans as a substantial component of the regional workforce.

▶ Transportation and Infrastructure Sub-Committee

Policies and strategic investments that are necessary to modernize and strengthen our regional infrastructure systems, leverage our location, enhance our multi-modal capabilities, and facilitate the movement of goods and people within the region and around the world are reviewed by committee members. The committee also considers matters affecting the development of the region's airports, highways, transit, ports, railways, and utility and communication networks. Wichita businesses depend on sound infrastructure in order to move products and materials. Analyzing issues and advocating for infrastructure policies and projects that make efficient use of each dollar spent by government are also part of the committee's charge.

If you are interested in joining any of these sub-committees, please email Andrew Wiens at awiens@wichitachamber.org.





THECHAMBER

2019 Membership Application

Mail, email or fax with payment to
Wichita Regional Chamber of Commerce
350 West Douglas Avenue, Wichita KS 67202

ATTN: Kresta Dundas kdundas@wichitachamber.org
Fax: 316-265-7502

Company Name: _____

Street/Mailing Address: (Please note if residential) _____

Billing Address: _____

Company Phone: (To be displayed in directory: Please note if you wish to omit): _____

Company Email: (Please note if you wish to omit, address not displayed) _____

How you would like your business name displayed in the Chamber Directory:

Business Category: (ONE category included): _____

Key Words: (Unlimited: for directory search): _____

Website: _____

Facebook page: _____ Twitter: _____ Instagram: _____

Number of Employees: Full Time: _____ Part Time: _____

Primary Contact Name/Title: _____

Primary Contact Email/Phone: _____

Contact to receive Printed communications? Yes No Contact to receive Electronic communications? Yes No

Additional Contact Name/Email/Phone: _____

Contact to receive Printed communications? Yes No Contact to receive Electronic communications? Yes No

Additional Contact Name/Email/Phone: _____

Contact to receive Printed communications? Yes No Contact to receive Electronic communications? Yes No

Additional Contact Name/Email/Phone: _____

Contact to receive Printed communications? Yes No Contact to receive Electronic communications? Yes No

Additional Contact Name/Email/Phone: _____

Contact to receive Printed communications? Yes No Contact to receive Electronic communications? Yes No

<p>*Annual Membership Investment (Includes one-time \$25 application fee) _____</p> <p>Optional Additional Category Listings (+ \$25 per category) _____</p> <p>Optional W (Young Professionals) Membership (+ \$50) _____</p>	<p>Internal use only</p> <p>Approval _____</p> <p>VP Approval _____</p> <p>Payment Processed _____</p>
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*** Membership is set up as auto-renew and you will automatically be invoiced for payment at your anniversary date unless you notify us to terminate.**

Payments to the Wichita Regional Chamber of Commerce may be tax deductible as necessary and ordinary business expenses but are not deductible as charitable contributions. The Chamber estimates that 7.8% of your investment is used for lobbying and is not tax deductible.

Check # _____ OR Credit Card: American Express MasterCard Visa Discover

Card # _____

Exp _____ CVV _____

Signature of cardholder _____ Print name of cardholder _____

Billing address for card _____

Other Information:

Who referred you to the Chamber? _____

What is the primary benefit of membership that prompted you to join today?

- Increased visibility for my business, products or services
- Education/Information regarding business issues
- Ribbon Cutting/Ground Breaking/Grand Opening
- Civic Responsibility/Support the Business Environment
- Advocacy
- Other: _____

What do you hope to accomplish in your first year as a member? _____

Does your company currently offer any type of coupons or discounts? Yes No

Does your company host any special events? Yes No If so, what? _____

Would you be interested in hosting a Chamber event at your facility? Yes No

Would you be interested in speaking at a Chamber event? Yes No

Do you know of any other companies that might benefit from a Chamber membership?

If so, please list company name and contact info:

Company Name: _____

Contact Person: _____

Phone: _____

Email: _____

Address: _____

This form may also be accessed at wichitachamber.org.