



**ANNUAL MEMBERSHIP DRIVE APPLICATION**  
**EFFECTIVE MARCH 1- APRIL 30, 2010**

**ABOUT YOU**

Name \_\_\_\_\_ Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Business Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Business Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 E-mail \_\_\_\_\_  
 Web site \_\_\_\_\_  
 Chapter \_\_\_\_\_

**ANNUAL MEMBERSHIP DRIVE DISCOUNTS**

<b>Annual National Dues</b> Choose One	<input type="checkbox"/> Student Member*: \$100 New <input type="checkbox"/> Emerging Business Owner: \$100 New <input type="checkbox"/> Established Business Owner: \$150 New <input type="checkbox"/> Supporting Member*: \$150 New  <input type="checkbox"/> Retired Member*: \$100 New <input type="checkbox"/> Sustaining Member: \$300 New <input type="checkbox"/> At-Large Member: \$170 New  (*Membership applications for Supporting, Student and Retired categories must be submitted to your local chapter for preapproval.) <b>Join online at <a href="http://www.nawbo.org">www.nawbo.org</a> and enter promo code DRIVE2010 to receive discount and join today!</b>	\$
<b>National Dues Discount</b> (March 1 – April 30, 2010)	___ Annual Membership Drive Dues Discount: \$25	-\$25
<b>Annual Chapter Dues</b> Choose One	NAWBO has chapters in more than 80 cities. If there is a chapter within 45 miles of your business, you must pay both chapter and national dues to become eligible for membership. <b>Visit <a href="http://www.nawbo.org">www.nawbo.org</a> for a complete listing of NAWBO chapters and chapter dues.</b>	\$
<b>Total Amount Enclosed (National Dues + Chapter Dues)</b>		\$

**METHOD OF PAYMENT**

Check enclosed (payable to NAWBO)      **Mail application and check payments to: NAWBO, P. O. Box 826157, Philadelphia, PA 19182-6157**

Credit Card Payment       Visa       MasterCard       American Express

**Fax application and credit card payment to: (202) 403-3788 or mail to NAWBO Accounting, P.O. Box 826157, Philadelphia, PA 19182-6157**

Account Number \_\_\_\_\_ Security Code \_\_\_\_\_ Exp. Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Name as Appears on Card \_\_\_\_\_ Signature \_\_\_\_\_

**PERSONAL DEMOGRAPHICS**

Personal demographics are collected for statistical purposes only and are confidential.

Age (Year of Birth) \_\_\_\_\_ (YYYY)

Race/Ethnicity     Black/African American       Black/Hispanic Origin       Native American/Alaskan  
 Asian/Asian American       Asian/Asian Indian       White/Non-Hispanic  
 White/Hispanic Origin       White/Middle Eastern Origin       Native Hawaiian/Pacific Islander  
 Other race/ethnicity       No Answer

Disabled       Yes       No

Veteran       Veteran       Non-Veteran       Service – Disabled Veteran       Member Reserve/National Guard

Political Affiliation     Republican       Democrat       Independent

**BUSINESS DEMOGRAPHICS**

Business description, NAICS code, Entity Type, and Certifications Held are included in the NAWBO Member Directory. All other demographics are collected for statistical purposes only.

Year Started/Acquired \_\_\_\_\_ (YYYY)

Type of Entity     C Corp       S Corp       General Partnership       Limited Partnership  
 Sole Proprietorship       Non-Profit       Non-Business Owner       LLC

## BUSINESS DEMOGRAPHICS (continued)

Number of F/T Employees \_\_\_\_\_ Number of P/T Employees \_\_\_\_\_

Percent Ownership  Non-business owner  Less than 50 percent  50 percent - 99 percent  100 percent of Ownership

Annual Revenue  Less than \$100,000  \$100,000 to \$249,999  \$250,000 to \$499,999  \$500,000 to \$1 million  
 \$1 million to \$3 million  \$3 million to \$5 million  \$5 million to \$10 million  More than \$10 million

Certifications Held  No Certifications/Not Applicable  MBE – certified by local/state govt.  WBE – certified by NWBOC  
 WBE – certified by WBENC  WBE – certified by local govt.  WBE – certified by state govt.  
 WBE – certified by the SBA

NAICS code \_\_\_\_\_ To find your business NAICS code, go to [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html)

Number of locations \_\_\_\_\_

Home-based business?  Yes  No Do you do business internationally?  Yes  No

**In the space provided, please print or type a short description of your business, which will be included in our national membership directory (limit 250 characters, including spaces and punctuation).**

## NAWBO DEMOGRAPHICS

Reason for joining  Advocacy/National Representation  Business Development  Chapter Programs  
 Networking Opportunities  Visibility and Media Opportunities  Other: \_\_\_\_\_

Would you like to participate in chapter or national volunteer projects?  Chapter Level  National Level

Please indicate your top two primary areas of interest for volunteer projects:  Advocacy  Board/Committee Service  Event Planning  
 Membership Programs  Mentoring

Referred by: \_\_\_\_\_ (Please indicate the person or organization who referred you to NAWBO)

## MEMBERSHIP OVERVIEW

- NAWBO Membership is open to individual business owners who own an equity interest and actively participate as a sole proprietor; an active partner of a partnership or active member of a limited liability company; and independent contractor; or individual owners of 5 percent or more of the stock of a corporation and who are involved in policy-making and day-to-day management of the corporation.
- Members must join both the national organization and a local chapter. NAWBO has chapters in most metropolitan areas. If there is a chapter within 45 miles of your home or business location, you must become a member of that chapter. If there is not a chapter in your area, you can join NAWBO as an At-Large member.
- A NAWBO membership is recorded in the name of the individual, not the organization.
- A new member's join date is the first day of the month NAWBO National receives payment.
- Membership dues are nonrefundable and are subject to change. A member may submit a written resignation to rescind their membership, but no portion of dues will be refunded.

### Student Member\* (Non-Voting Member)

An individual who is a student registered full-time at a school or university, who subscribes to the objective of NAWBO and has interest in a future in entrepreneurship. This category is NOT available online; and any application submitted to the National office without chapter approval will be denied.

### Emerging Business Owner (Non-Voting Member)

For a new business owner (in business for two years or less). A non-voting category limited to two years, members receive all communications and publications, are eligible for all discounts and benefits, and are listed in the online member directory.

### Established Business Owner (Voting Member)

For a business owner who has been in business for more than two years. A regular voting category, members receive all communications and publications, are eligible for all discounts and benefits, and are listed in the online member directory. Chapter membership is automatic for those whose businesses are located in a chapter area. To qualify for membership, members must own a percentage of their company.

### Retired Member\* (Non-Voting Member)

Shall be an individual who was a Chapter or At-Large member of NAWBO for at least five (5) years and has sold, divested their interest, or is no longer operating their business. A member in this classification shall have one (1) vote. This category is not available online.

### Sustaining Member (Voting Member)

A business owner as defined in the NAWBO Policies and Procedures and is a Chapter member or an At-Large Member who wishes to support the organization in a larger monetary way and gain additional benefits. A member in this classification has one (1) vote.

### At-Large Member (Voting Member)

A business owner whose business and residence are not located within a Chapter's organization territory. A member in this classification has one (1) vote and is under the supervision of NAWBO. All voting members must belong to a chapter of NAWBO if one exists in their area.

### Supporting Member\* (Non-Voting Member)

An individual who subscribes to the objectives of NAWBO and wishes to lend support to NAWBO through membership. Supporting Membership requests must be submitted directly to their respective chapter for approval. This category is NOT available online; and any application submitted to the National office without chapter approval will be denied.

\*Membership applications for Supporting, Student and Retired categories must be submitted to your local chapter for preapproval.

**For more information about NAWBO or benefits of membership, visit [www.nawbo.org](http://www.nawbo.org).**