The Value of NCMA Membership

Tips to Gain Your Employer’s Support
Overview

Use this document to help communicate the value of your NCMA affiliation.

Based on recent NCMA surveys, we’ve learned that more employers are funding their employees’ NCMA membership dues than ever before. If your employer understands the significance of your NCMA membership, chances are they will defray the cost of your membership. After all, NCMA membership delivers the resources you need to succeed, which is a win-win for both you and your employer.

Highest regards,
NCMA
Building Your Case

Understand the NCMA Benefit
Before approaching your supervisor to discuss your membership, make sure you fully understand NCMA’s benefits and how they affect your organization, your current role, and your career outlook. Visit www.ncmahq.org/mbrbenefit to view the list of membership benefits.

Be Specific
After reviewing the membership benefits, think of how you plan to take advantage of (or already have been taking advantage of) these benefits. Touch on how the monthly Contract Management magazine (featuring educational articles, case studies, and interviews with experts in the field) keeps you up-to-date on the latest trends and issues. Consider the wealth of educational opportunities that will play into your success. Tell your employer how you plan to attend chapter events; perhaps you’ll volunteer with your chapter, gaining leadership or mentoring experience you might not receive in the office. Speak about the successes of your colleagues that are NCMA members and provide examples in which NCMA education and resources have resulted in improved performance for you and your colleagues. Many government and industry leaders encourage involvement in professional associations for these reasons and more.

Make the Case
In conjunction with the information above, use the information on the following pages as talking points. Show a breakdown of the benefits you stand to gain. Let them know their investment in you is worthwhile.
What is NCMA?

The National Contract Management Association (NCMA) is the professional non-profit association and premier resource for the contract management community.

NCMA's 20,000 members are representative of small businesses, government contractors, government agencies, Fortune 500 companies, and the commercial industry.

NCMA leaders and members aren't only contract specialists and managers; they represent everyone that plays a role during the contract management life cycle, no matter the capacity—business owner, acquisition and procurement professional, lawyer, support team, contractor, finance, legal— anyone and everyone seeking tools to increase their effectiveness.

NCMA is a not-for-profit organization governed by volunteer members.

**Additional Points:**
- NCMA is an important source for content (current events, regulations, laws, research studies, best practices, standards).
- NCMA provides professional development opportunities for people in all stages of their careers—from entry through advancement.
- Community affiliation: 20,000 members representative of 2,000 organizations.
- All domestic federal agencies are represented.
- NCMA develops the professional standards for contract management through the creation and maintenance of the Contract Management Body of Knowledge (CMBOK)®.
How will my organization benefit by investing in me?

Educating its staff is the most important investment an organization can make and NCMA is a critical part of making the most of that investment.

Take advantage of the educational and collaboration opportunities NCMA offers and both you and your organization benefit because:

★ You will demonstrate greater productivity;
★ You will exhibit enhanced proficiency;
★ You will be prepared to face an array of contractual challenges; and
★ You will be able to provide strategic guidance after learning the contracting practices of the commercial industry, small businesses, government contractors, government agencies, and Fortune 500 companies.

As you can see, your organization gains a high return on its investment!
How do I ensure my company gets the most from this investment?

It’s simple! Take a look at NCMA resources and ongoing programs from the perspective of “how will this make me more effective?” and then set your goals and mark your training calendar accordingly. This will ensure you are taking advantage of your developmental resources and you’ll notice that your takeaways will help you become better versed in your career.

Inspiration for a better you.

*Professional Development*—Our education programs are all dedicated to developing your professional knowledge, skills, and abilities to gear you toward success.

Feel confident with your knowledge of current trends.

*Information*—NCMA is a great source for learning more about the practice of contract management, regardless of your career level. Membership entitles you to the latest editorials and no-cost access to archived magazine and journal articles.

Discover the connections NCMA offers.

*Affiliation and Local Chapters*—NCMA offers unparalleled opportunities for networking, no matter your style. Connect with your local and global connections at educational conferences and online via NCMA’s website and social media groups.
Professional Membership Types

**New Member/One-Year:** $175
Includes $25 initiation fee for new members.

**Renewal Member/One-Year:** $150

**New Member/Multiple-Year Memberships:**
- 2 Years - $310
- 3 Years - $430

**Renewal Member/Multiple-Year Memberships:**
- 2 Years - $285
- 3 Years - $405

**New Professional Member/One-Year:** $110
Includes a one-time $25 initiation fee. This membership is for those individuals who are age 33 or younger on the date they join NCMA.

**Renewal New Professional Member/One-Year:** $85
This membership is for those individuals who are age 33 or younger on the date of their renewal.

**Member Pro Vita:** $1,250
NCMA membership for life.

**Group Memberships:** Your company can save even more money! If you have 10 or more employees interested in NCMA membership, encourage your employer to consider a group membership. Pricing is based on a sliding scale; contact us at memberservices@ncmahq.org or 800-344-8096 to learn more.
Member Services

NCMA members count on NCMA to deliver the resources they need to be successful. With all these resources, membership quickly pays for itself.

How much do you save by being an NCMA member?

<table>
<thead>
<tr>
<th>Resource</th>
<th>Member Cost</th>
<th>Nonmember Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Management magazine (monthly subscription)</td>
<td>$0</td>
<td>$189</td>
</tr>
<tr>
<td>Price of one NCMA annual training event (average price)</td>
<td>$685</td>
<td>$810</td>
</tr>
<tr>
<td>Current NCMA Salary Survey</td>
<td>$0*</td>
<td>$250</td>
</tr>
<tr>
<td>*Members who participate in the survey receive the report for free.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Archived NCMA Salary Surveys</td>
<td>$0</td>
<td>$250</td>
</tr>
<tr>
<td>Journal of Contract Management (annual scholarly research publication)</td>
<td>$0</td>
<td>$12</td>
</tr>
<tr>
<td>Annual Review of Government Contracting (published by NCMA and Deltek)</td>
<td>$0</td>
<td>$50</td>
</tr>
<tr>
<td>Networking</td>
<td>Immeasurable</td>
<td></td>
</tr>
<tr>
<td>Discounts on NCMA’s books, certification exams and prep courses, and more</td>
<td>Discounts from 15-20%</td>
<td></td>
</tr>
<tr>
<td>Access to experts across all realms of the profession</td>
<td>Immeasurable</td>
<td></td>
</tr>
<tr>
<td>Access to top-notch educational content and late-breaking information</td>
<td>Immeasurable</td>
<td></td>
</tr>
</tbody>
</table>

In summary, you’ll receive an extensive offering of cutting-edge education, networking, and career support opportunities. Your resources and the definitive benefit to you and your organization far exceed the price of membership. You can’t put a dollar amount on lifetime value.
What your colleagues are saying...

I joined to interface with other professionals in the field about their concepts and ideas.

Join NCMA! Attend every meeting and seminar you can. Read every page of the magazine and the journal.

Everyone on my team now has a membership and the difference in our knowledge and productivity speaks volumes! I attribute our newfound success to NCMA and my VP said he would gladly pay for membership 10x over.

NCMA is the association related to my profession. I find that the education and training opportunities as well as the magazine offer me multiple techniques and best practices on how to do my job better.
Helpful Links

Membership Application
Ready to close the loop between you, your organization, and the professional association for the contract management community? Join now!
www.ncmahq.org/joinnow

Membership Brochure
This brochure outlines the membership benefits and their applicability to your success.
www.ncmahq.org/docs/memberbrochure

Membership Benefits
Take a look at all of the programs, products, and services your NCMA affiliation provides you.
www.ncmahq.org/mbrbenefit

NCMA's YouTube Network
This collection of videos gives you another look into NCMA—in the words of your colleagues.
www.youtube.com/NCMAHQ

How much do you save by being an NCMA member?
Membership Justification

Justification Template
(tailor accordingly for renewals)

Dear <supervisor's name>,

To further enrich my contracting abilities and network, I would like to join the National Contract Management Association (NCMA). I am seeking sponsorship for the associated membership dues and based upon my research, I know this is a wise investment.

NCMA is the best resource for the contract management community. I would like to tap into their large base of 20,000 members representative of small businesses, government contractors, government agencies, Fortune 500 companies, and the commercial industry. This large network of professionals, along with the wealth of education and career support opportunities NCMA provides, will help enhance my effectiveness—a definitive benefit to both myself and <your organization> that far exceeds the cost of membership.

I've done my research on NCMA and I am motivated to become a member <list the reasons why NCMA is the right choice for you and your organization; list reasons why your colleague recommended NCMA and how you plan to apply these recommendations>

The cost of my NCMA membership per <year, every three years, for life> is <insert dues cost>. As you can see, my NCMA membership is a wise investment that will yield great dividends for <name of your organization>. I look forward to discussing this with you at your convenience.

Sincerely,

<yours name here>