

MEMBERSHIP APPLICATION

Prefix _____ First Name _____ Middle Initial _____ Last Name _____

Title _____ Company _____

Company or Preferred Mailing Address _____

City, State, Zip _____

Phone _____ Toll Free _____ Fax _____ E-mail _____

Company's Web Address _____ Supervisor's Name and E-mail _____

Home Address _____ City _____ State _____ Zip _____

Please exclude me from the following types of communication: Mail Fax E-mail _____

What is your primary job function? (Please select only one.)

- | | | | | |
|--|--|---|---|---|
| <input type="checkbox"/> Owner | <input type="checkbox"/> CEO | <input type="checkbox"/> Principal | <input type="checkbox"/> Project Manager | <input type="checkbox"/> Business Development |
| <input type="checkbox"/> Marketing Consultant | <input type="checkbox"/> Specialist | <input type="checkbox"/> Office Manager | <input type="checkbox"/> Marketing Director | <input type="checkbox"/> Marketing Manager |
| <input type="checkbox"/> Marketing Coordinator | <input type="checkbox"/> Marketing Assistant | <input type="checkbox"/> Other _____ | | |

Certifications: _____

Size of Firm (Please select only one and include all branch employees in multi-site firms)

- | | | |
|---|--|--|
| <input type="checkbox"/> Under 10 employees | <input type="checkbox"/> 26-99 employees | <input type="checkbox"/> 250-499 employees |
| <input type="checkbox"/> 11-25 employees | <input type="checkbox"/> 100-249 employees | <input type="checkbox"/> 500+ employees |

Do you work at your firm's

- Main Office Branch Office

Geographical Distribution of Work (Please select only one)

- Local Regional National International

Federal/State Certifications

- Minority Business Women Business
 Disadvantaged Business Small Business

Primary Discipline Area (Please select only one.)

- | | | | |
|--|---|---|---|
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Engineering | <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Architecture/Engineering |
| <input type="checkbox"/> Environmental Engineering | <input type="checkbox"/> Design/Build | <input type="checkbox"/> Marketing Consulting | <input type="checkbox"/> Construction/Management |
| <input type="checkbox"/> Construction/Contracting | <input type="checkbox"/> Geotechnical Engineering | <input type="checkbox"/> Reprographics/Audio/Visual | |
| <input type="checkbox"/> Interior Design | <input type="checkbox"/> Other _____ | | |

The following data will be used for statistical purposes only and helps SMPS understand demographic information about its members. This information will not be sold or shared outside of SMPS.

Birth Date: _____ Education/Degree: _____ Year Graduated: _____ Year started in A/E/C Industry: _____

Primary Job Responsibilities (Please select all that apply)

- | | | | |
|--|---|--|--------------------------------------|
| <input type="checkbox"/> Market Research | <input type="checkbox"/> Marketing Plan | <input type="checkbox"/> Client & Business Development | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> SOQs/Proposals | <input type="checkbox"/> Promotional Activity | <input type="checkbox"/> Info., Resource, & Org. Mgmt. | |

DUES/PAYMENT INFORMATION

All applications must be accompanied by full payment to be processed.

Regular member dues: \$ 325.00 (one year)
50.00 (origination fee)

Foundation contribution: \$ 25.00 (optional**)

Total Remittance: \$ 400.00

Full-time student dues: \$ 25.00

Payment Method

- Check Enclosed (Payable to SMPS)
 Credit Card (Visa, MasterCard, or American Express)

Card # _____

Expiration Date: _____

Authorized Signature: _____

\$17.50 of dues is applied to a one-year subscription to the *Marketer* and \$7.50 is applied to *SMPS News*. Members may not deduct the subscription from dues. Dues and contributions paid to SMPS are not deductible as charitable contributions for federal income tax purposes, but they may be deductible as ordinary and necessary business expenses under other sections of the Internal Revenue Code.

** Donations to the Foundation support projects to advance the field of professional services marketing, such as educational publications and research. Donations are deductible as charitable contributions for federal tax purposes. This contribution may be increased, decreased, or deducted as desired.

Company Services Provided

Please select **FIVE** services that most clearly represent your firm. Mark services 1–5, with “1” being most important and “5” being least important. These services will be listed with your firm’s name in the online *SMPS National Membership Directory*, in the “Members Only” section of the *SMPS* web site.

- | | |
|---|---|
| <input type="checkbox"/> 001 Accounting services | <input type="checkbox"/> 042 Land planning |
| <input type="checkbox"/> 002 Acoustical consulting & design | <input type="checkbox"/> 043 Landscape architecture & planning |
| <input type="checkbox"/> 003 Advertising consulting | <input type="checkbox"/> 044 Lead paint abatement design |
| <input type="checkbox"/> 004 Aerial photography | <input type="checkbox"/> 045 Legal services/claims/litigation |
| <input type="checkbox"/> 005 Architecture | <input type="checkbox"/> 046 Life cycle cost analysis |
| <input type="checkbox"/> 006 Audio/visual presentations/production | <input type="checkbox"/> 047 Lighting design/consulting |
| <input type="checkbox"/> 007 Asbestos abatement consulting | <input type="checkbox"/> 048 Management consulting |
| <input type="checkbox"/> 008 Blueprinting | <input type="checkbox"/> 049 Marine engineering |
| <input type="checkbox"/> 009 Brochures/newsletters | <input type="checkbox"/> 050 Market research |
| <input type="checkbox"/> 010 Building repair/restoration | <input type="checkbox"/> 051 Marketing/communications consulting |
| <input type="checkbox"/> 011 Business development | <input type="checkbox"/> 052 Mechanical engineering |
| <input type="checkbox"/> 012 CADD services | <input type="checkbox"/> 053 Mergers/acquisitions |
| <input type="checkbox"/> 013 Civil engineering | <input type="checkbox"/> 054 Photography |
| <input type="checkbox"/> 014 Coating consulting | <input type="checkbox"/> 055 Photogrammetry |
| <input type="checkbox"/> 015 Construction | <input type="checkbox"/> 056 Placement services |
| <input type="checkbox"/> 016 Construction material testing | <input type="checkbox"/> 057 Planning |
| <input type="checkbox"/> 017 Construction/project management | <input type="checkbox"/> 058 Pre-construction services |
| <input type="checkbox"/> 018 Cost estimating & scheduling | <input type="checkbox"/> 059 Printing |
| <input type="checkbox"/> 019 Consulting & design | <input type="checkbox"/> 060 Program consulting/management |
| <input type="checkbox"/> 020 Design/build services | <input type="checkbox"/> 061 Property management |
| <input type="checkbox"/> 021 Electrical utility design & consulting | <input type="checkbox"/> 062 Public relations consulting |
| <input type="checkbox"/> 022 Electrical engineering/energy consulting | <input type="checkbox"/> 063 Sanitary engineering |
| <input type="checkbox"/> 023 Engineering | <input type="checkbox"/> 064 Security systems/engineering |
| <input type="checkbox"/> 024 Environmental consulting/engineering | <input type="checkbox"/> 065 Seismic design & consulting |
| <input type="checkbox"/> 025 Facilities management | <input type="checkbox"/> 066 Site assessments |
| <input type="checkbox"/> 026 Failure analysis | <input type="checkbox"/> 067 Software systems |
| <input type="checkbox"/> 027 Financial management | <input type="checkbox"/> 068 Solar energy |
| <input type="checkbox"/> 028 Fire protection & life safety | <input type="checkbox"/> 069 Strategic planning |
| <input type="checkbox"/> 029 Food services consulting/management | <input type="checkbox"/> 070 Structural engineering |
| <input type="checkbox"/> 030 Geographic information systems | <input type="checkbox"/> 071 Surveying & mapping |
| <input type="checkbox"/> 031 Geotechnical engineering | <input type="checkbox"/> 072 Telecommunications |
| <input type="checkbox"/> 032 Graphic design | <input type="checkbox"/> 073 Traffic & transportation design/consulting |
| <input type="checkbox"/> 033 Hazardous waste redemption | <input type="checkbox"/> 074 Training |
| <input type="checkbox"/> 034 Historic preservation | <input type="checkbox"/> 075 Urban design |
| <input type="checkbox"/> 035 Human resources consulting/development | <input type="checkbox"/> 076 Value engineering |
| <input type="checkbox"/> 036 Hydraulic engineering | <input type="checkbox"/> 077 Waste management |
| <input type="checkbox"/> 037 Industrial hygiene | <input type="checkbox"/> 078 Water resources |
| <input type="checkbox"/> 038 Interior design | <input type="checkbox"/> 079 Water & wastewater treatment |
| <input type="checkbox"/> 039 Information technology | <input type="checkbox"/> 080 Writing/editing services |
| <input type="checkbox"/> 040 Internet services | <input type="checkbox"/> 081 Zoning |
| <input type="checkbox"/> 041 Laboratory planning | |

How did you learn about SMPS?

Source Code: