

## Integrators/Industry Professionals

	Bronze \$99	Silver \$200	Gold \$595*	Platinum \$1,100**
<b>Annual Membership</b>				
<b>Monthly Dues with Auto Renew</b>	N/A	N/A	\$54.99	\$99.99
<b>3-Year Membership</b>	\$297	\$550	\$1,500	\$3,000

**Integrator:** Includes a proprietorship, partnership, or corporation that sells, installs, and services commercial electronic systems, including design/build firms.  
**Industry Professional:** Architects/engineers, business consultants, design consultants, end-users, independent programmers, sales representatives.

## Industry Research & Standards

<b>Sales Compensation White Paper</b> Discover how profitable companies compensate sales staff with this white paper, which outlines various compensation plans from some of the most successful NSCA members			✓	✓
<b>Guide to State Licensing</b> Reduce liability and understand licensing with this guide, which lists all state laws regarding installation of low-voltage systems			✓	✓
<b>Electronic Systems Outlook</b> Budget, determine new opportunities, and show lending institutions the strength of the industry by using this report, updated twice per year with commercial construction facts and data			✓	✓
<b>Financial Analysis of the Industry</b> Control the costs of doing business by using this tool to benchmark key financial ratios so you can compare your firm's performance to companies of similar size and to the industry overall			✓	✓
<b>Compensation &amp; Benefits Report</b> Discover how your firm's compensation, benefits, bonuses, and commissions for a variety of administrative and technical positions compare to other integrators across the country			✓	✓
<b>Labor Installation Standard</b> Benchmark your business, get help with job costing, and correctly estimate and close projects with this report, which contains average labor hours required to complete tasks for a variety of low-voltage systems			✓	✓

## Discounts on Industry Education & Products

<b>Business &amp; Leadership Conference</b> Discounts on this annual event, which brings together 300+ leaders from integration firms across the country for the industry's best networking, training, and education			✓	✓
<b>Regional educational events</b> Discounts on all NSCA regional events, which offer technology training and business education in smaller settings at various locations across the country			✓	✓
<b>Office Depot Loyalty Program</b> Shop at Office Depot and get exclusive, year-round savings on paper, toner, print and copy jobs, and office and cleaning supplies	✓	✓	✓	✓
<b>UPS Loyalty Program</b> Receive savings of up to 34% off next-day air shipping and up to 18% off commercial ground services	✓	✓	✓	✓
<b>Miscellaneous Discount Programs</b> Take advantage of NSCA's partnerships to gain valuable price reductions on business management and HR software, payroll tools, and equipment financing/leasing	✓	✓	✓	✓
<b>NSCA job board</b> Advertise your open positions at a reduced rate to NSCA members to find a group of qualified candidates	✓	✓	✓	✓

Unlimited free postings

\* Integration firms with up to 3 locations \*\* Integration firms with with 4 to 8 locations (if more than 8 add another \$500)

### An NSCA membership helps support the integration industry. Did you know that we ... ?

- Help 500+ students obtain EST certification each year, contributing to industry growth
- Work to make sure Washington, D.C. hears our industry's perspective on a variety of legislative issues
- Offer a free 'What Every Integrator Needs to Know' webinar series, with advice from well-known industry experts

continued on back ↓

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## Marketing Assistance

<b>Member Spotlight</b> Put your logo on the NSCA homepage, with a link back to your website				✓
<b>System Showcase feature on NSCA.org</b> Publicize recent projects and success stories with a spotlight on our homepage				✓
<b>Online membership directory</b> Your organization's contact information will be listed in our online directory, which is used by potential customers to find qualified integrators		✓	✓	✓ (with company logo)
<b>Press release distribution</b> Let the industry know about your successes by submitting your press releases to us — we'll feature them in our biweekly newsletter and on our website	✓	✓	✓	✓

## Business Resources

<b>Essentials Online Library</b> A one-stop shop for industry-standard documents and agreements — use these templates and policies to do anything from creating employee handbooks to developing a marketing plan			✓	✓
<b>NEW Project Contribution Training Simulator</b> Determine your true business costs by using this online tool, which demonstrates how properly burdening labor and managing eroding margins impacts your bottom line			✓	✓
<b>Access to archived webinars</b> Watch free 'What Every Integrator Needs to Know' monthly webinars whenever it's most convenient. These webinars are available to the entire industry, but they're also recorded — and the archives are available to members only			✓	✓
<b>Free Business Consultation</b> Get advice and feedback on ways to improve your business from NSCA's executive director, who has owned an integration firm and offers valuable insight			15 minutes	2 hours
<b>Member Advisory Council</b> Gain access to one-on-one coaching sessions, workshops, and keynotes from a select group of highly trained professionals who understand the challenges of running a successful integration firm		✓	✓	✓
<b>Inside NSCA newsletter</b> Keep up with NSCA news, new industry research, job openings, legislative updates, and access to insider industry information in our biweekly newsletter	✓	✓	✓	✓
<b>Custom legislative updates and alerts</b> Stay in-the-know about legislation happening in your area that will affect the way you do business	✓	✓	✓	✓
<b>Building Connections subscription</b> Read helpful industry hints, tips, and advice on topics ranging from personnel management to new technology trends	✓ Electronic only	✓ Electronic only	✓	✓
<b>NEW Technical Assessment Tool</b> Save time, streamline hiring, identify employees with extraordinary technical skills, and find the best new job candidates with this online testing tool	✓	✓	✓	✓
<b>NEW C-SIP (Certificate as a Systems Integration Professional)</b> Get new employees up to speed with industry and job-specific online training in finance, marketing, sales, and operations tracks	✓	✓	✓	✓

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