



membership¹⁸⁰

Consulting Menu



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Consulting Structure

At Membership180 we want to invest in your success!

We recognize that not all organizations are ready for (or in need of) a full-blown Membership Campaign. Therefore, to serve the needs of organizations of all sizes we offer our customized Consulting Program. Choose from half-day, full-day or 2-day plans and we'll help build a course of action specific to your needs.



The Consulting Process

Membership180 has dozens of consulting modules ready for implementation within your organization. In conversations with you we can decide where your biggest needs are, and then help design the solution.

All consultation modules are intended to help you become a stronger, healthier organization. Therefore, we work with different groups (staff, board, volunteers, etc) within your existing structure during each session.



Consulting Structure and Pricing

Half Day Consultation...4 hours \$2500

Perfect for the smaller organization looking for an affordable way to get a LOT of help in a short amount of time!

Full Day Consultation...8 hours \$4000

For the more established organization. The full-day package allows plenty of time to work with multiple small groups (staff, Board of Directors, volunteers) on multiple issues.

Two-Day Consultation...16 hours \$7500

Happy with the size of your organization but looking for some serious help preparing for the future? The Membership180 team will come to town and partner with all your small groups, delivering real value and leaving you with actionable steps you can take immediately to begin growing your organization for the future.

**Additionally, all expenses for the Membership180 team are covered by the client.



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Consulting Modules

Dues Structure Workshop...2 hours

We'll work with your executive, key staff, board members, etc to help you establish a new dues structure designed specifically for you.

Member Mining...1 hour

Let's dissect your membership and look for the gaps. There are always places where you are missing an opportunity and this is the session for that work!!

Membership Sales Training...2 hours

Intensive training on membership sales intended for your sales staff. We'll work on researching & identifying key targets, understanding generational differences in member recruitment, selling benefits instead of features & more.

Creating Buzz For Your Organization...1 hour

We'll work with your marketing team on improving your branding and marketing efforts & help you create a new Social Media Ambassador Squad (part of your traditional Ambassador team) that will create additional buzz about your organization.

When The Boomer Bubble Bursts...2 hours

Is your organization prepared for the largest shift in human capital this country has ever seen? We'll work with you and your team to make sure you understand the generational differences between the Boomers who lead your organization today, the Gen X'ers who are poised to take over, and the Millennials who are chomping at the bit!

Social Media Training...1 hour

Are you utilizing Social Media to your best advantage? Are your members involved in your social media efforts? We'll get you up to speed and ready to use all the latest networking and communications tools in no time!



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Consulting Modules

Board Boot Camp...2 hours

Are you an effective board? Do you even know what questions you should be asking as board members? This is the place to begin to make sure you are doing due diligence as the leadership for your organization!

Lead Forward....2 hours

Are you looked to as the organization in your community that provides a training ground for developing and emerging leaders?? If not then you should be. Let us help you expand on your existing leadership programs or work on developing new ones.

Diversity...1 hour

Many times are organizations have a very homogenous look. Are you doing a good job of blending all aspects of diversity into your organization? Let us take a hard look at your structure and help you identify ways to freshen up your "look"!

CREATE YOUR OWN!

Call us today and help us understand what your specific organizational needs are, and we'll design a session...or several sessions...to help you get where you're going. If we're not the right fit, we know who will be and we'll help connect you to the best possible resources.



Jay Handler, IOM

As a sought-after speaker, author, trainer & consultant, Jay's diverse client list includes small business, corporate brands, Associations, Chambers of Commerce and non-profits around the world. His clients have included Comcast Business Class, the National Kitchen and Bath Association, South Carolina SAE, Carolinas CCE, Minnesota CCE, local Chambers across the country, and internationally at the Engage Mexico Social Media Conference, the Calgary Chamber and the Pakistan-Afghanistan Joint Chamber of Commerce & Industry. Additionally, Jay is a faculty member for the [US Chamber's Institute for Organization Management](#). Aside from Membership180's core business of Recruiting, Engaging and Retaining members, Jay offers training to clients from his career background of sales, marketing and social media.

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