



3200 Windy Hill Road, SE, Suite 600W
 Atlanta, Georgia 30339
 Phone: (404) 252-3663 – Fax: (404) 252-0774
 Email: aflds@kellencompany.com – Web: www.aflds.org

AFRDS

Association of Fund-Raising Distributors & Suppliers

MEMBERSHIP APPLICATION

In order for the Credentials Committee to process your application in a timely manner, it must be completely filled out, signed and **returned with a check for membership dues**. Contact AFRDS for other payment methods.

<p>MEMBERSHIP CATEGORIES</p>	<p>Companies may hold membership in only one of three AFRDS membership categories: Please select the most appropriate from among the following (check one):</p> <p><input type="checkbox"/> Distributors: Companies that market and distribute products/programs to individuals or groups, primarily school groups & not-for-profit organizations, for resale or use in fundraising.</p> <p><input type="checkbox"/> Suppliers: Companies that produce, manufacture, import, broker or otherwise supply products or services for sale on a wholesale basis to jobbers, wholesalers or distributors in the industry. <i>NOTE: As a requirement of membership, supplier members must exhibit at the AFRDS Annual Convention and Trade Show, held each January.</i></p> <p><input type="checkbox"/> Affiliates: Companies that provide ancillary services to the industry, such as consultants, graphic artists, and printers.</p>
<p>CONTACT INFORMATION (PLEASE PRINT)</p>	<p>Please list the person who will serve as your company's primary point of contact to AFRDS. This person will receive AFRDS communications, and be listed in the membership directory.</p> <p>Company: _____</p> <p>Name: _____ Title: _____</p> <p>Address: _____</p> <p>City/Province: _____ State/Country: _____ Postal Code: _____</p> <p>Phone: _____ Toll Free _____ Fax _____</p> <p>Company E-mail Address: _____ Website: _____</p> <p>Primary Contact Email Address: _____</p>
<p>Referral</p>	<p>If you were referred by an AFRDS member please list their name here. Your referral will receive a \$50 discount off their next year's AFRDS dues payment:</p> <p>_____</p>
<p>FUNDRAISING EXPERIENCE</p>	<p>Please list all other company name(s) used by your company: _____</p> <p>_____</p> <p>How many years has your company been in the fundraising industry? _____</p> <p>For Distributors, in which state(s) do you do business in product fundraising? _____</p> <p>_____</p> <p>What type of product(s)/service(s) do you manufacture and/or sell for product fundraising? _____</p> <p>_____</p> <p>Number of outside sales representatives: _____ Full Time _____ Part Time</p> <p>Relate any other information that you believe would qualify you as a member of AFRDS (for example, previous work experience in the industry): _____</p>

SPONSORS <i>(optional)</i>	<p>-----</p> <p>List two current AFRDS member companies & contact name who have agreed to sponsor your membership application:</p> <p>Company Name _____ Contact Person _____</p> <p>Company Name _____ Contact Person _____</p>																																				
INDUSTRY REFERENCES (PLEASE PRINT)	<p>PLEASE CHECK ONE AND COMPLETE THE REFERENCE INFORMATION AS INSTRUCTED:</p> <p>____ <u>Distributor</u> - List three product fundraising <u>Suppliers</u> with whom you do business.</p> <p>____ <u>Supplier</u> - List three product fundraising <u>Distributors</u> to whom you have sold.</p> <p>____ <u>Affiliate</u> - List three product fundraising <u>Distributors or Suppliers</u> with whom you do business.</p> <p>1) Company: _____ Contact Person: _____</p> <p>E-mail Address: _____</p> <p>Address: _____ Telephone: _____</p> <p>City: _____ State: _____ Zip Code: _____</p> <p>2) Company: _____ Contact Person: _____</p> <p>E-mail Address: _____</p> <p>Address: _____ Telephone: _____</p> <p>City: _____ State: _____ Zip Code: _____</p> <p>3) Company: _____ Contact Person: _____</p> <p>E-mail Address: _____</p> <p>Address: _____ Telephone: _____</p> <p>City: _____ State: _____ Zip Code: _____</p> <p><i>Note: The application review process will be faster if references are current AFRDS members.</i></p>																																				
ANNUAL DUES	<table style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; border-bottom: 1px solid black;">Gross Annual Sales in fundraising/direct selling</th> <th style="text-align: center; border-bottom: 1px solid black;"><u>Distributor</u></th> <th style="text-align: center; border-bottom: 1px solid black;"><u>Supplier</u></th> <th style="text-align: center; border-bottom: 1px solid black;"><u>Affiliate**</u></th> </tr> </thead> <tbody> <tr> <td colspan="4"><u>Introductory Rate</u></td> </tr> <tr> <td><u>First Time Distributor Members Only</u></td> <td style="text-align: center;">\$295</td> <td style="text-align: center;">*N/A</td> <td style="text-align: center;">*N/A</td> </tr> <tr> <td colspan="4"><u>Standard Rates</u></td> </tr> <tr> <td>Under \$2,500,000</td> <td style="text-align: center;">\$ 345</td> <td style="text-align: center;">\$ 850</td> <td style="text-align: center;">\$ 850</td> </tr> <tr> <td>\$2,500,000 - \$ 4,999,999</td> <td style="text-align: center;">\$ 445</td> <td style="text-align: center;">\$1,050</td> <td style="text-align: center;">\$ 850</td> </tr> <tr> <td>\$5,000,000 - \$ 9,999,999</td> <td style="text-align: center;">\$ 800</td> <td style="text-align: center;">\$1,300</td> <td style="text-align: center;">\$ 850</td> </tr> <tr> <td>\$10,000,000 - \$19,999,999</td> <td style="text-align: center;">\$1,050</td> <td style="text-align: center;">\$1,550</td> <td style="text-align: center;">\$ 850</td> </tr> <tr> <td>\$20,000,000 or greater</td> <td style="text-align: center;">\$1,550</td> <td style="text-align: center;">\$1,800</td> <td style="text-align: center;">\$ 850</td> </tr> </tbody> </table> <p>*No introductory rate for Supplier and Affiliate membership. See standard rate.</p> <p>**Affiliate members are entitled to all privileges of membership except the rights to vote, hold office or serve as a director.</p>	Gross Annual Sales in fundraising/direct selling	<u>Distributor</u>	<u>Supplier</u>	<u>Affiliate**</u>	<u>Introductory Rate</u>				<u>First Time Distributor Members Only</u>	\$295	*N/A	*N/A	<u>Standard Rates</u>				Under \$2,500,000	\$ 345	\$ 850	\$ 850	\$2,500,000 - \$ 4,999,999	\$ 445	\$1,050	\$ 850	\$5,000,000 - \$ 9,999,999	\$ 800	\$1,300	\$ 850	\$10,000,000 - \$19,999,999	\$1,050	\$1,550	\$ 850	\$20,000,000 or greater	\$1,550	\$1,800	\$ 850
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ENDORSEMENT OF AFRDS STANDARDS AND CODES	<p>AFRDS members have established the following Standards for Professional Practice and a Code of Ethics to guide AFRDS members in their relationships with clients and with other members of the product fundraising industry. A condition of membership within the Association involves a willingness to be guided by the AFRDS Code and Standards, which are a part of this application. These guidelines shall be made public so that their tenets may be shared, reacted to and evaluated by all persons associated with the industry.</p>																																				



**STANDARDS
FOR
PROFESSIONAL
PRACTICE**

The Association of Fund-Raising Distributors & Suppliers has adopted the following Standards for Professional Practice to enhance professionalism and promote the highest ethical standards in the product fundraising industry. These Standards are in accordance with the AFRDS Code of Ethics.

Professional Standards for All AFRDS Members.

- a. Members shall bring credit to the product fundraising industry through all of their actions.
- b. Members shall comply in spirit as well as to the letter of all applicable local, state, provincial & federal law.
- c. Members shall act according to the highest standards set forth in the AFRDS Code of Ethics.
- d. Members shall market products, programs and services that are in the best interests of student and volunteer sellers.
- e. Members shall be responsible for the actions of their employees and/or sales persons, including independent contractors.
- f. Members shall represent themselves clearly and accurately to all entities within and outside of the product fundraising industry.
- g. Members shall not make untrue or misleading statements about competitors or other companies operating within the product fundraising industry.
- h. Members shall not engage in unfair or deceptive business practices.
- i. No member shall knowingly interfere with the contractual relationships of any party or entity.

Professional Standards for Working with Non-Profit Organizations.

- a. Members shall keep the safety of children involved in fundraising campaigns as a prime concern.
- b. Members shall present products, programs and services accurately and completely, and in no way take advantage of a fundraising project leader's possible lack of expertise or experience.
- c. Members shall not use profit percentage figures in a misleading fashion.
- d. Members shall disclose to prospective customers which goods and services are included in the total program package and which are not.
- e. Members shall provide services and goods as promised.
- f. Members shall be fair in settling disputes over price or merchandise.
- g. Members shall be sensitive to the potential negative impact on students or volunteers of placing undue emphasis on sales incentives.
- h. Members shall not engage in practices or activities that could degrade the industry in the eyes of children, parents or project coordinators.

Professional Standards for Supplier/Distributor Relationships.

- a. Suppliers shall deliver to distributors products identical to, or of equal quality to, those sent for sampling.
- b. Suppliers shall not substitute merchandise without consulting the distributor.
- c. Distributors shall not use one manufacturer's printed literature to sell merchandise, and then deliver merchandise of another manufacturer.
- d. Distributors shall pay for merchandise within agreed terms.

Professional Standards for Supplier/Broker Relationships.

- a. Suppliers shall make a full and honest accounting of all sales and commissions.
- b. Brokers shall inform suppliers of any potential conflicts of interest resulting from a broker's representation of similar products from other suppliers.
- c. Brokers shall protect the interests of its customers by researching prospective suppliers' ability and willingness to meet the unique supply demands of the fund-raising market.
- d. Brokers shall not be party to any transaction that is not fair to the broker's suppliers and distributors.

Professional Standards for Broker/Distributor Relationships.

- a. Brokers and distributors shall not disclose mutually shared, privileged information to unauthorized parties.



CODE OF ETHICS

These principles of professional conduct are to guide AFRDS members in relationships with clients and with other members of this industry. A condition of membership within the Association involves a willingness to be guided by the statements that constitute this present Code of Ethics or any subsequent revisions. These ethical guidelines shall be made public so that their tenets may be shared, reacted to and evaluated by all persons associated with the industry.

- We, as members of the Association of Fund-Raising Distributors & Suppliers, will be guided in all of our activities by truth, accuracy, fairness and the highest integrity.
- We will, at all times, provide quality products and quality professional services that ensure maximum effectiveness for our clients' investment of time and money.
- We will keep fully informed of the latest techniques, developments and knowledge that pertain to the industry's effectiveness.
- We will utilize every opportunity to enhance the public image and the growth of the industry as a professional service.
- We shall not use our membership in the Association or official positions within the Association in any manner that would suggest the seeking of unwarranted financial gain or unwarranted benefits, advantages or privileges for ourselves.
- We accept this Code of Ethics as a condition of membership in this Association. As professionals, we share the responsibility for the impact of our activities with all sectors served by the industry.
- We signify our agreement by membership in this Association that standards must be maintained that are acceptable to ALL segments of the industry, from the suppliers to users of the products and services provided.

We pledge to maintain these standards.

SIGNATURE

We pledge that our company has maintained, and will continue to maintain, the standards set forth in the AFRDS Code of Ethics and Standards for Professional Practice.

Signed: _____

Title: _____

Date: _____

Company: _____

RETURN WITH DUES PAYMENT TO:

PLEASE NOTE: First year's dues MUST accompany this application. While contributions or gifts to this association are not tax deductible as charitable contributions for Federal Income Tax purposes, they may be tax deductible under other provisions of the Internal Revenue Code.

**AFRDS
PO Box 723248
Atlanta, GA 31139**

If for some reason your company does not qualify for membership in AFRDS, we will refund your dues payment.