

FSMA delivers.



FSMA is the only national trade association focused on sales agencies and their trading partners.

We provide a national **voice**, industry **expertise** and advice, and a **community** to network and learn. Membership helps your business prosper!

Look inside for more and visit FSMA delivers.com.

FSMA Agency Membership. What Does it Mean to You?



It means you have a resource that helps your business prosper. Whether you are a national, regional or independent agency, we focus on the issues that affect your business day to day, provide you with tools to strengthen relationships with your most important industry partners, keep you in touch with essential news and trends, and give you the opportunity to become involved in our foodservice community.

We provide solutions to difficult dilemmas that have significant impact on the success of your company.

A few examples of how we can help:

You want to stay connected with top industry issues and best practices but often get lost in the everyday details of running your business.

You recently ended a relationship with a manufacturer client. How do you collect remaining commissions and part amicably?

Your biggest distributor or operator customer tries to restrict your ability to sell. How do you fight the fight without hurting that key relationship?

A key manufacturer client is considering a new policy that will hurt your business and you want them to fully understand the impact.

We can help!

Join today. FSMA delivers.com

How Will FSMA Membership Help Your Business Prosper?

1. Meet new people to expand your network and increase business opportunities.

2. Cost-effectively meet with your key client manufacturers away from daily office distractions.

3. Visibility for your company and a place to showcase your value.

4. Next generation leadership needs industry exposure and education.

5. Access to senior distributor and customer executives.

6. Access to top-notch education for your professional growth and personal development not available elsewhere.

7. Be part of the greater foodservice community and have a chance to give back to an industry that has given so much.

Voice. Expertise. Community.

Agency Membership Application and Dues Renewal Invoice



Membership Eligibility

Membership in FSMA is open to foodservice sales & marketing agencies that meet eligibility requirements.

Applicants must:

- Have been in business a minimum of 12 months and have a reputable standing in their marketplace.
- Agree to provide information to FSMA to validate membership eligibility requirements.
- Agree to adhere to the principles embodied in the FSMA Code of Ethics.

This form serves as your dues invoice -payable upon receipt

Company Name					
Address 1					
Address 2					
City		State		Zip	
Phone		Fax		Website	
<i>Primary Contact</i>			<i>Secondary Contact</i>		
Name			Name		
Title			Title		
Address 1			Address 1		
Address 2			Address 2		
City		State	Zip		
City		State	Zip		
Phone			Phone		
Fax			Fax		
Email			Email		

STEP 1 Determine Dues Bracket

STEP 2 Calculate Dues Payment

Company Revenue	Annual Dues	Check One	
\$1-\$2M	\$1,750	<input type="checkbox"/>	Dues Amount from Step 1 \$ <input style="width:100px;" type="text"/>
\$2M-\$5M	\$3,750	<input type="checkbox"/>	Donation to FSMA Foundation
\$5M-\$12M	\$6,750	<input type="checkbox"/>	<input type="checkbox"/> \$500 <input type="checkbox"/> \$400 <input type="checkbox"/> \$300 <input type="checkbox"/> \$200 <input type="checkbox"/> \$_____ \$ <input style="width:100px;" type="text"/>
\$12-\$60M	\$10,000	<input type="checkbox"/>	TOTAL Amount Owed \$ <input style="width:100px;" type="text"/>
Over \$60M	\$25,250	<input type="checkbox"/>	Dues are non-refundable. The FSMA Foundation is a 501(c) 3
Dues are based on total annual revenue, including all divisions.			tax exempt charity - Tax ID #46-3699875

Number of Employees: Full Time: _____ Part Time: _____

I, the undersigned officer of the above named company, hereby certify that I have accurately calculated the estimated total sales and marketing revenues for the Company. The above declarations of revenues is subject to verification by FSMA.

Member Name: _____
 Title: _____
 Signature: _____
 Date: _____

Make payment to:
 Foodservice Sales & Marketing Association
 Rick Abraham
 1810J York Road #384
 Lutherville, MD 21093

FSMA Tax ID #20-0460879
 (410) 491-7857
 rabraham@fsmaonline.com

FSMA delivers.

Voice. Expertise. Community.

Our membership family includes companies across the foodservice supply chain including sales & marketing agencies and their manufacturer and vendor partners.



For a membership application, contact:

Foodservice Sales & Marketing Association

1810-J York Road, #384

Lutherville, MD 21093

800-617-1170

888-668-7496

info@fsmaonline.com

FSMAdelivers.com