

SMPS

Society for Marketing
Professional Services

Washington D.C.



Benefits & Services

- Awards Programs
- Bookstore
- Career Development
- Certification
- Foundation
- Leadership Opportunities
- Listserves
- *Marketer* Subscription
- Marketing Resource Center
- *Membership Directory and Resource Guide*
- National Conference
- National Programming
- Webinars

How to Join

Please fill out the registration form (online at smps.org or hard copy on back) and send to Tina Myers at SMPS National. Membership dues (\$375) must be submitted with the registration form.

Tina Myers
SMPS National
44 Canal Center Plaza
Suite 444
Alexandria, VA 22314
800-292-7677 (office)
703-549-2498 (fax)

Forms can also be submitted by
the SMPS DC Membership Chair:
Casey Smith, CPSM
Regional Marketing Manager
Faithful+Gould
703-684-6550 (office)
Casey.Smith@fgould.com

join today!

SMPS is the only national association that brings together business developers, marketers, owners, clients, and principals in the design and building industry.

By becoming a member of our community, you will have access to a powerful national network of more than 6,900 + professionals and the tools you need to advance your career and make your business a success.

The Society for Marketing Professional Services, DC Chapter is one of the largest local chapters of SMPS.

The DC Chapter is dedicated to helping members sharpen skills, pool resources and work together with the goal of creating business opportunities.

SMPS welcomes marketing or business development professionals from diverse backgrounds, including architecture, engineering, planning, interior design, construction and specialty consulting firms.

As a member of SMPS, you also will have access to all the educational and networking benefits available in your local chapter, including:

- Educational programs; from entry to executive level range of experience
- Talking Shop with industry leaders and innovators
- Charitable involvement
- Networking events

DC Chapter Committees

Joining a committee is an excellent way for new and existing members to quickly feel at home within their chapter and among their chapter colleagues. Your level of involvement is up to you, and joining more than one committee is permitted. There is a committee to suit almost any strength and/or interest:

- Communications/PR
- Education
- Lunch Programs
- Membership
- Principal's Round Table
- Special Events
- Sponsorship

MEMBERSHIP APPLICATION



**Society for Marketing
Professional Services**

44 Canal Center Plaza
Suite 444
Alexandria, VA 22314

PH 703.549.6117
TF 800.292.7677
FX 703.549.2498
www.smeps.org

CHAPTER PREFERENCE

Unless otherwise specified, a chapter will be automatically assigned based on your geographic location. For a full listing of SMPS chapters, visit www.smeps.org.

Name (PREFIX, FIRST, MI, LAST)		
Title		
Company	Company Web Address	
Company Address		
City, State, Zip		
Phone	Toll Free	Cell Phone
Fax	E-mail	
Alternate Address		
Alternate Phone	Alternate E-mail	

MEMBER INFORMATION

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

<input type="checkbox"/> Administrative	<input type="checkbox"/> Manager
<input type="checkbox"/> CMO	<input type="checkbox"/> Partner/Principal
<input type="checkbox"/> Consultant	<input type="checkbox"/> President/CEO
<input type="checkbox"/> Coordinator	<input type="checkbox"/> Technical
<input type="checkbox"/> Director	<input type="checkbox"/> Vice President
<input type="checkbox"/> Other _____	

What is your experience level?

Senior Level Mid-Level Entry-Level

What percentage of time do you spend on the following? (Total to 100%)

Marketing _____ Bus. Dev. _____ Mgt. _____ Other _____

What certifications or designations do you hold?

<input type="checkbox"/> AIA	<input type="checkbox"/> LEED AP
<input type="checkbox"/> Associate AIA	<input type="checkbox"/> P.E.
<input type="checkbox"/> APR	<input type="checkbox"/> Ph.D.
<input type="checkbox"/> CPSM	<input type="checkbox"/> Other _____

The following data will be used for statistical purposes only.

Gender	<input type="checkbox"/> Female <input type="checkbox"/> Male
Birth Date	
Education/Degree	
Year Graduated	
Academic Major	
Year started in A E C Industry	
Year started in Marketing/BD	

COMPANY INFORMATION

Federal/State Certifications <input type="checkbox"/> Disadvantaged Business <input type="checkbox"/> Minority Owned <input type="checkbox"/> Women Owned <input type="checkbox"/> Small Business <input type="checkbox"/> Other _____	Geographic Location <input type="checkbox"/> Local <input type="checkbox"/> Regional <input type="checkbox"/> National <input type="checkbox"/> International
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Size of Firm (including all branch and satellite offices)

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

Is your company's/firm's annual revenue less than \$4.5 million?

Yes No

Company/Firm's Primary Discipline (select only one)

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

COMMUNICATION PREFERENCES

Please select information about SMPS you wish to receive via e-mail.

<input type="checkbox"/> Awards Programs	<input type="checkbox"/> Networking Opportunities
<input type="checkbox"/> Certification	<input type="checkbox"/> SMPS Connections (e-newsletter)
<input type="checkbox"/> Educational Programs and Research	<input type="checkbox"/> Special Offers and News
<input type="checkbox"/> Member Opportunities	<input type="checkbox"/> Volunteer and Leadership Opportunities

DUES | PAYMENT INFORMATION

Dues Calculation Membership in the Society is an individual membership and includes an affiliation with one chapter.

1. Regular Member Dues	\$ 325.00	\$ 325.00
2. Origination Fee (new member only)	\$ 50.00	\$ 50.00
3. Foundation Contribution* (optional)	\$ 25.00	\$
TOTAL DUES PAYMENT		\$

Payment

Check Enclosed (payable to SMPS) Credit Card (Visa, MasterCard, American Express)

Credit Card #	Exp. Date	Authorized Signature
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\$27.50 of dues is applied to a one-year subscription to the *Marketer* and \$7.50 is applied to *SMPS Connections*. 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.

SERVICES AND FACILITIES

Please select five options from each category (five from Company Services and five from Facilities if applicable). Rank your options 1–5, with “1” being most important and “5” being least important. These will be listed with your firm’s name in the online SMPS National Membership Directory located in the “Members Only” section of the SMPS Web site.

COMPANY SERVICES	RANK	COMPANY SERVICES	RANK	COMPANY SERVICES	RANK	FACILITIES	RANK
Accounting Services		Electrical Utility Design/Consulting		Mechanical Engineering		Airfields/Airports	
Acoustical Consulting and Design		Engineering		Mergers/Acquisitions		Arboreta/Aquariums	
Advertising Consulting		Environmental Consulting/Engineering		Mining Engineering		Automotive Dealerships/Service Centers	
Aquatic Facility Design		Environmental Graphic Design		Needs Assessments		Bridges	
Arbitration		Environmental Health and Safety		Owners Representatives		Brownfield	
Architecture		Equipment Planning		Parking Consulting		Casino/Entertainment	
Architecture and Landscape Photography		Event Planning		Photogrammetry		Chemical Facilities	
Asbestos Abatement Consulting		Exhibit Design/Signage		Photography		Children’s Hospitals	
Audio Enhancement/School Systems		Facilities Management		Placement Services		College Facilities	
Audio/Visual Design		Facilities Management Maintenance		Planning		Conference and Civic Center Facilities	
Audio/Visual Presentations/Production		Failure Analysis		Pre-Construction Services		Crime Labs	
Audiovisual Facilities Consulting/Design		Financial Management		Presentation Binding		Criminal Justice Facilities	
Blueprinting		Fire Protection and Life Safety		Presentation Coaching and Training		Elementary/Secondary Schools	
Bond Claims		Flooring Solutions		Presentation Graphics		Food Service Facilities	
Brand/Identity Implementation		Food Services Consulting/Management		Presentation Training		General Building	
Bridge Engineering		Functional Planning		Printing		Government	
Brochures/Newsletters		General Contractors		Professional Trade Association		Harbors/Ports	
Building Repair/Restoration		Geographic Information Systems		Program Consulting/Management		Healthcare Facilities	
Business Development		Geotechnical Engineering		Programming		Healthcare Operational/Clinical Planning	
CADD Services		GIS and Programming		Property Management		High-Technology Facilities	
Civil Engineering		Golf Course Design		Public Involvement		Highways	
Claims Services		Graphic Design		Public Relations Consulting		Historic Structures	
Coating Consulting		Hazardous Waste Redemption		Real Estate Development		Hotels/Resorts	
Commercial Design Photography		Historic Preservation		Recycle Content		Housing	
Commercial Solutions		Human Resources Consulting/Devlpt.		Resolution		Industrial Facilities	
Commissioned Fine Arts		Hydraulic Engineering		Restoration/Preservation		Infrastructure	
Commissioning		Indoor Air Quality		Right-of-Way Services		Laboratory Facilities	
Communications Consulting		Industrial Hygiene		Roadway Engineering		Libraries	
Communications Training		Information Technology		Roof Consulting		Marinas	
Constructability Reviews		Insurance Brokers		Sanitary Engineering		Military Facilities	
Construction		Interior Design		Security Systems/Engineering		Mixed-Use Development Centers	
Construction Administration		Interior Design/Commercial		Seismic Design and Consulting		Museums	
Construction Consulting		Internet Services		Site Assessments		Non-Profit Organizations	
Construction Information		Laboratory Architecture		Software Systems		Office Buildings	
Construction Law		Laboratory Planning		Solar Energy		Parking Facilities	
Construction Material Testing		Land Use Approvals		Space Planning		Parks/Recreation Facilities	
Construction Progress Photography		Landscape Architecture and Planning		Strategic Planning		Postal Facilities	
Construction Project Management		Laundry Design		Structural Engineering		Rail/Mass Transit	
Consulting and Design		Lead Paint Abatement Design		Subsurface Utility Engineering		Recreation Centers	
Corporate Gifts		Legal Services/Claims/Litigation		Surveying and Mapping		Religious Facilities	
Corporate Real Estate		Liens		Sustainable Design		Retail Facilities	
Cost Estimating and Scheduling		Life Cycle Cost Analysis		Sustainable Design/Engineering		Secure Facilities	
CRM Consulting		Lighting Design/Consulting		Technology Consulting		Sports Facilities	
Database Consulting		Management Consulting		Telecommunications		Theatres	
Design/Build Services		Manufacturer of Document Finishing Productions and Equipment		Theatre Consulting		Theme Park Facilities	
Digital Media		Manufacturer of Formaldehyde-Free Fiberglass Insulation		Theater Design		Vivarium	
Dispute Avoidance		Marine Engineering		Threshold Inspection		Water and Wastewater Facilities	
Document Management Services		Market Research		Title Insurance		Zoo Design	
Electrical Contractors		Marketing/Communications Consulting		Traffic and Transportation Design/Construction			
Electrical Engineering				Training			
Electrical Engineering/Energy Consulting							

Supervisor’s Name and Title

Supervisor’s E-mail

How did you learn about SMPS?

What is your primary reason for joining SMPS?

SOURCE CODE: