



**June 4, 2014**

We are excited to announce that NAC memberships continue to grow each year, thanks to those like you recruiting new members. 2014 has been one of the largest increases of new members which is the largest number of members in our recent history. We appreciate the time and dedication you have put into our great organization, cultivating new relationships. But simply enlisting new people is not enough. Take a moment to think back to when you first joined NAC. What were your expectations? Have you received all that you thought NAC would bring? NAC would like to encourage you to reach out to those who are new members to our family. Our newest members should be made to feel not only welcome, but also appreciated. In order to better our organization, we would like you to make a commitment to contact the newest members by send theming a personalized welcome note and a small token from your company if you wish. This could be anything you want, from a small product your company produces to an item which contains your company logo, or a letter of welcome.

We are asking each member to be proactive and accountable in following through with the hospitality that we promote and we are famous for. We want everyone to see NAC as we are – **a fun and friendly organization**. The NAC staff has limits as to how much can be done in this area. It is time for you, our valuable members to stand up and follow up with each member.

This will help promote your company while solidifying new relationship and impressing new members. Every time a new member becomes enrolled to ensure the welcoming process has been completed properly. By signing the bottom portion of this letter and returning it (via email, fax, or mail), you are making a commitment to furthering the NAC message. As soon as the NAC receives your signed commitment at you will receive the most recent list of new members for 2014 and you will receive new names every quarter.

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## **NAC COMMITMENT TO CONTACTING NEW MEMBERS**

I, \_\_\_\_\_ commit to welcoming our new members to the NAC. I will send a letter and or a small token and or letter from my company showing my appreciation of their participation. I understand that by signing this I am agreeing to be proactive and accountable for my commitment to the NAC.

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Signature

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Date

NAC: National Association of Concessionaires Please email form to Barbara Aslan, [baslan@naconline.org](mailto:baslan@naconline.org)  
Fax: 312-236-7809 questions please contact Mark Hamilton ( Chairman, Membership Comm) at 256-575-2473