



Cornerstone Membership Committee Rewards Program

AWARDS

Highest Point Count for the month – First choice of a New Member to call on and welcome to the association

Highest Point Count per quarter – Member will be spotlighted in the Building Review (article and photo to be submitted by company)

Value: Exclusive offer to Cornerstone Committee Members Only

Cornerstone Committee Member of the Year – Member with the most points through January 1st - November 1st of each calendar year (min. 5,000 points).

REWARDS

500 POINTS

One attendance to a General Membership Meeting

Value: approx \$25.00 (excluding award ceremonies)

1,500 POINTS

Enhanced Website Listing on www.bia.net

Value: \$175.00

3,000 POINTS

Membership Mailing Labels

Value: approx 10¢/label + 6% tax (can be divided into builder members or business categories)

4,000 POINTS

General Membership Meeting Sponsorship

Value: \$500.00 (excluding award ceremonies and based upon availability)

5,000 POINTS

One year Membership to the Lee BIA

Value: \$560.00 Associate, \$640 Builder, \$875 Developer



Cornerstone Membership Committee Rewards Program

POINT SYSTEM

WELCOME

Attend a Cornerstone Meeting.....	5
Greeter at General Membership Meeting and/or Special Event.....	10
Volunteer for special events..... <i>(ie. golf, fishing tournament, showcase)</i>	10
Personal visit/Phone call to New Member.....	15
Return New Member Call Sheet.....	20

RETENTION

Attend a Cornerstone Committee Meeting.....	5
Greeter at General Membership Meeting and/or Special Event.....	10
Volunteer for a special event..... <i>(ie. golf, fishing tournament, showcase)</i>	10
Phone call / Personal visit to Renewing Member.....	15
Return Retention Call Sheet.....	20

RECRUIT

Attend a Cornerstone Committee Meeting.....	5
Greeter at General Membership Meeting and/or Special Event.....	10
Volunteer for a special event..... <i>(ie. golf, fishing tournament, showcase)</i>	10
Phone call / Personal visit to Potential Member.....	15
Return Potential Member Lead Sheet.....	20

BONUS POINTS

Renew a member by bringing payment to BIA Office.....	500
Recruit new member by bring payment and completed application to BIA Office.....	500

IMPORTANT NOTES:

- (1) All forms must be complete to receive points.
- (2) Greeters must sign in at meetings and events to receive points.
- (3) All Committee Members must keep track of their own points by faxing to the BIA office a completed form monthly due by the last day business day of the month.
- (4) Points are per form, per call, and/or per visit.



Cornerstone Membership Committee Rewards Program

[Please fully complete and fax to the Lee BIA: (239) 936-5839.]

POINTS TALLY SHEET

MONTH: _____

Cornerstone Committee Member: _____ Date: _____

Committee Member Company: _____

Phone: _____ Email: _____

WELCOME	-- Points --
Attend a Cornerstone Meeting (5)	
Greeter at GMM and/or Event (10)	
Volunteer for special events (10)	
Personal visit/Call to New Member (15)	
Return New Member Call Sheet (20)	
RETENTION	
Attend a Cornerstone Meeting (5)	
Greeter at GMM and/or Event (10)	
Volunteer for special events (10)	
Call/Personal visit to Renewing Member (15)	
Return Retention Call Sheet (20)	
RECRUIT	
Attend a Cornerstone Meeting (5)	
Greeter at GMM and/or Event (10)	
Volunteer for special events (10)	
Call/Personal visit to Potential Member (15)	
Return Potential Member Lead Sheet (20)	
TOTAL	