

## Member Services & Benefits

What can DSA membership do for you? In a word, plenty!

DSA's services to members are designed to meet the needs of the one person critical to the industry's growth and future success—you—the direct selling executive. In addition, DSA's portfolio of services includes offerings to meet the needs of your company, your staff specialists and your people in the field. A broadly based array of services, specifically geared to the needs of the direct selling industry, are as near as your desktop.

### Research Services

*Helping you make smarter and better informed operating decisions*

- DataTracker Performance Checker + \*
- Management Compensation Study
- National Salesforce Survey +
- Party Plan Information Exchange + \*
- Growth & Outlook Survey +
- National Marketplace Research
- Operating Information Survey \*
- QuickPolls on day-to-day operating issues + \*

### Services to Direct Selling Executives

*Keeping you and your management team current*

- Management Assistance Program (MAP) \*
- Executive Resumé Service \*
- Executive Level Briefings for Your Management Team or Key Field Leaders \*
- National Convention Keynotes \*
- Team Briefings

### Informational Resources

*Making important information available at your fingertips*

- DSA Web site: [www.dsa.org](http://www.dsa.org) (requires password for Members Only portion)
- Members Only Web Site \*
- Online Membership Directory
- Monthly Newsletter \*

### Executive Education and Professional Development Programs

*Enhancing your skills today for a more profitable operation tomorrow*

- Annual Meeting
- Companies in Focus Seminar
- Finance and Tax Seminar
- International Seminar
- Communications and Marketing Seminar
- Direct Selling 101: Learning the Ropes Conference
- Industry Leadership Retreat
- Issues of the Day Seminar

### Legal/Legislative Services

*Keeping the marketplace open for your firm and your people in the field*

- Advocacy
- State Status Sheet
- DSA Action Alerts \*
- Federal, state and local legislative monitoring, lobbying and testifying \*
- Legislative/regulatory advisory service \*
- Marketing plan review and advisory service \*
- Answers to your questions

*For more information on membership, please call  
Nancy Burke or James Menees  
at (202) 452-8866.*

*\* Services available only to DSA members  
+ Services available only to participating firms*

### Peer Networking Councils

*Connecting executives with mutual interests*

- Big Ticket Council \*
- Party Plan Council \*
- Lawyers Council \*
- International Council \*
- Technology Council \*

### Salesforce Support

*Benefiting your field people without jeopardizing their independent status*

- The DSA Gold ID Card \*
- Major Medical Insurance \*

