



ASSOCIATE MEMBERSHIP BENEFITS

Investment	Individuals		Corporations		
	Student \$40†	Affiliate \$150	Contributor \$350	Benefactor \$750	Sustainer \$1,500
Benefits					
Free annual subscription to <i>Sector Connector & Monthly Member Update</i>	✓	✓	✓	✓	✓
Member-rate admission to trainings	✓	✓	✓	✓	✓
Member-rate admission to Annual Conference	✓	✓	✓	✓	✓
Full Access to Maryland Nonprofits Resource Center and website, including Standards for Excellence® Educational Resource Packets	✓ one user only	✓ one user only	✓ multiple users	✓ multiple users	✓ multiple users
Listing in Online Consultant Database		✓	✓	✓	✓
Cost-Saving Programs					
ReadyTalk (web/teleconferencing)		✓	✓	✓	✓
Printing Essentials (ink/toner)	✓	✓	✓	✓	✓
Staples		✓	✓	✓	✓
Office Depot		✓	✓	✓	✓
Retirement Planning				✓	✓
Application discount to become a Standards for Excellence certified license consultant		✓	✓	✓	✓
Invitations to Awards Programs, Member Networking Events, and Special Programs		✓	✓	✓	✓
Opportunity to purchase member-rate advertisements in <i>Sector Connector</i> newsletter			✓	✓	✓
Opportunity to submit informational articles to <i>Sector Connector</i>				✓	✓
Recognition on website and in Annual Report				✓	✓
Skillbuilder coupons to donate to a nonprofit of your choice*				4	8
Complete set of hard-copy Nonprofit Membership mailing labels				1x/year	2x/year
Consulting assistance on the nonprofit sector (1 hour limit)					✓
Separate Recognition at Annual Conference					✓

† - requires photocopy of valid student ID

* - Skillbuilder coupons are vouchers for Maryland Nonprofits' in-person trainings given to you and your staff to, in turn, donate to their favorite nonprofits. Trainings cover a wide variety of subjects and occur throughout the year. Skillbuilder coupons serve the dual purpose of setting a conscientious corporate example, and connecting with the staff of a nonprofit on a personal level.

For Associate Members at the Contributor, Benefactor or Sustainer levels:

If you want to add additional contacts to your company's membership, please include their names, titles, email addresses and phone numbers with the application, or email Craig Weinrich, Director of Membership at cweinrich@mdnonprofit.org.

Thank you!

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If you are relatively new to the nonprofit sector, and want to know more about its unique needs and culture, we've put together this guide to help introduce you to how most nonprofits work:

1. Learn about the Nonprofit Sector

The nonprofit sector (including, but not limited to: arts & culture, health care, social service, and environmental organizations) has different needs and wants than the general public. Learn more about nonprofit organizations as potential clients, how they operate, and how you can best serve them.

How?

- Serve in the nonprofit community as a board or committee member. Nonprofits appreciate experience with the sector.
- Read Maryland Nonprofits' research publications such as [Nonprofits by the Numbers](#)
- Learn about the [Standards for Excellence® program](#), and what nonprofits are striving for.
- Attend Maryland Nonprofits events, including our [trainings](#), networking events and [Annual Conference](#).
- Subscribe to and read other sector-wide publications like the [Chronicle of Philanthropy](#), and [The Nonprofit Times](#).

2. Promote Your Service

As your knowledge of the sector grows, you'll want to inform nonprofits of the services you offer.

How?

- Join Maryland Nonprofits as a Corporate Associate Member at the Contributor, Benefactor, or Sustainer level.
- If you have a special nonprofit pricing for your service/product list it on our [Special Offers](#) page.
- Advertise in the *Sector Connector*, our quarterly newsletter. Download the Ad Form [HERE](#).
- Add your business' name to our Online [Consultant Databank](#).
- Sponsor and attend our [Annual Conference](#).

3. Target Your Market

Once you have established a presence in the sector, you may want to consider stepping up your efforts by further targeting your markets within the nonprofit sector.

How?

- Create and host your own workshops customized for nonprofits (with or without Maryland Nonprofits' assistance.)
- Attend and/or sponsor Maryland Nonprofits events to get face time with our members.
- Collaborate with Maryland Nonprofits staff to develop a [Products and Services Partnership](#) that provides an exclusive discount to our Members. Please [complete this proposal](#) and email it to [Allison Albert](#).

By following this progression of learning and joining Maryland Nonprofits as an Associate Member, you can contribute to your bottom line in two significant ways:

1. Increase profits for your company, and
2. Strengthen your reputation as a socially-responsible company.