Welcome to the New Member Orientation
Objectives

- Learn about the “Association Name”
- Get to know your leadership
- Get to know your fellow members
- Understand your benefits
- Learn how you can be involved
Get Acquainted

Exercise

1. Pair off with someone you don't know.
2. On a sheet of paper, write down ten words or phrases that describe yourself.
3. Take 5 minutes to tell your partner about yourself -- do not go over the list.
4. After you've talked to your partner, write down 5 words or phrases to describe him or her.
5. Swap lists and compare yours with the one that your partner made of you.
6. Gather into a group of 6 or more and introduce your partner to the rest of the group. Try to include as much information as you can recall.
Get Acquainted

• Your Officers and Committee Chairs
• Your fellow members
  – Number of units represented
  – Number of properties represented
  – Number of suppliers represented
  – List of all members

Website Address
Office phone number
Get Acquainted

- History of the organization
  - Mission
  - Vision
- Geographic Territory
- When and how to pay your dues

Website Address
Office phone number
## Benefits Overview (sample)

### Community
- Monthly meeting discounts
- State and NAA membership
- CEC’s
- Leases
- Networking
- Special Events
- Career Center
- Professional Development
- Sponsorship Opportunities
- Award Nominations
- Supplier member directory

### Supplier
- Prospecting/Networking
- State and NAA membership
- Mailing list of members
- Trade show
- Website exposure
- Sponsorship opportunities
- Career Center
- Professional Development
- Award Nominations
Benefits - Education

- Lunch N Learn meetings
- Education meetings – Live
- Earn your credentials – CAM, CAMT, NALP, CAPS, CAS, SHCM, Fair Housing, IROP, Micro Credentials, Visto Online Courses
Benefits - Advocacy

- List issues the association is addressing
- Legislative alerts
Benefits – Network, Build Relationships

- Networking events
- Lunch N Learns
- Trade show
- Charity events
Benefits – Recognition, Leadership

- Awards Banquet
- Member Volunteer Opportunities
  - Committees
  - Events
  - Board
Benefits – Resources and Tools

• Website address
  – Highlight registration
  – Membership directory
  – Member only login area
• AE and Office phone number
• Click and Lease/Blue Moon
Signature Events Highlighted

- Have one slide with dates for each of the following: (example)
  - Maintenance Appreciation
  - Annual Trade Show
  - Awards Event
  - Maintenance Mania
State Association

- Advocacy
- Trade Show
- Awards Program
Your National Apartment Association
MEMBER BENEFITS

- Advocacy
- Education & Career Development
- Powerful Leasing Solutions
- Savings & Discounts
- NAA Events & Expositions
- *units* Magazine & Other Publications
- Legal Assistance Program

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Savings & Discounts
CONFERENCES & EVENTS
Next Steps

- Meet your ambassador
- Ambassador introduces you to a member
- Mark your calendar with all events
- Attend (Next Meeting)
- Ask questions and become involved