



Membership Recruitment Incentive Plan

(adopted 4.15.11)

Invite a Prospective Member Program:

The chapter will cover the cost of one (1) registration for any prospective member at a regularly scheduled monthly chapter meeting (January thru June, September or December). To qualify for this program the prospective member must:

1. Be the guest of a current AFP Central PA member;
2. Be actively employed in the development field at a nonprofit organization (prospective type 10 member) in the Central Pennsylvania region;
3. Not have already attended a regularly scheduled monthly chapter meeting under this program.

The current member that is bringing the prospective member must register them as a “prospective member” via the event online registration system no later than the registration deadline for the meeting. The Chapter Administrator will verify that the prospective member is eligible (have not already attended as a “prospective member”). The Membership Committee will follow up with the prospective member shortly after the meeting with an invitation to join the chapter (involving the member that invited the prospective member as appropriate).

Recruitment Incentive Program:

The chapter will provide a recruitment incentive of fifty dollars (\$50) to any current Central PA chapter member that recruits a new member. This program is subject to the following limits and requirements:

1. The new member must be employed in the development field at a nonprofit organization (type 10 member) in the Central Pennsylvania region;
2. This program is limited to one (1) recruitment incentive (\$50) per year per member regardless of the number of new members recruited;
3. The current member must notify the VP of Membership in advance that they are attempting to recruit the new prospective member – they cannot claim the incentive after the new member has already joined;
4. The VP of Membership will approve the dues refund after notification is received from AFP International that the prospective member has joined;
5. The Chapter Administrator will cut a check to the member once directed by the VP of Membership.

This is a revenue neutral program for the chapter as the new member’s local dues will replace the recruitment incentive issued to the current member. In future years it will be revenue positive as both the recruiter and new member will pay local dues.