NEED FOR SPEED

TODAY’S ASSOCIATIONS MUST MOVE FAST AND ADAPT QUICKLY. THAT’S WHY MANY TURN TO AMCS TO PREPARE FOR THE FUTURE.

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3 The Association of the Future Is Diligent

Working with numerous associations gives AMCs the ability to spot trends. Learn how associations are leveraging AMCs to prepare for the future with diligence and expertise.

BY KARLA TAYLOR

6 The Association of the Future Is Connected

For decades, AMCs have epitomized the values of a shared economy. Being part of that can bring your association significant purchasing power and economies of scale.

BY KARLA TAYLOR

10 The Association of the Future Is Sustainable

Given an increased focus on corporate social responsibility, today’s associations are stepping up their game. AMCs can deliver major benefits for associations thinking about social good.

BY CHRISTINE UMBRELL
RECENTLY CELEBRATED my 10-year anniversary at MCI, a global association management company. It’s hard to believe that a decade has passed so quickly—and that I still have to explain to my friends and family what I do for a living.

When I tell them that I work for an AMC, they cock their heads to the side with a puzzled look on their face. Some stop there, but most ask me, “Oh, what’s that?” I usually start by saying we are a company that manages most, if not all, aspects of an organization and are usually hired by the organization’s volunteer leadership to provide strategy and tactical execution.

The curious ones probe further. Their interest is piqued by this notion that you can outsource the management of an organization. I then try to summarize the overall structure and the various scenarios that we employ—ranging from full-service management to stand-alone event management, sales and fundraising, credentialing, and professional development, to our consultative engagements on branding and marketing, membership strategy, governance, and more.

Most AMC neophytes are amazed that such a business model exists, and those who have served on a nonprofit board or volunteered are intrigued by the prospect of employing such a service.

In that moment, the light bulb goes off for some, while others question why an organization would go this route instead of employing its own staff. For the latter group, I go on to explain the enormous benefits of the AMC model, not only for associations, but also for staff and the industry as a whole.

AMCs have a wealth of knowledge and expertise under one roof and across a wide range of roles and responsibilities. Our size, scope of services, and ability to scale up or down easily and intelligently allow us to take a forward-thinking approach to association management. As you imagine the future of your association, think about whether an AMC might be the right fit for you.

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WORKING WITH NUMEROUS ASSOCIATIONS GIVES AMCS THE ABILITY TO SPOT TRENDS AND ANTICIPATE FUTURE CHANGE. HERE'S HOW ASSOCIATIONS ARE LEVERAGING AMCS TO PREPARE FOR THE FUTURE WITH IN-DEPTH EXPERTISE.

BY KARLA TAYLOR
a social sciences association got a jolt when a large for-profit competitor suddenly invaded its space. The group turned to its association management company for help crafting an aggressive response: a new credential and a distance-education program, designed to protect both its intellectual property and its position as a major knowledge source.

After developing a three-year business plan, the AMC pulled together a multidisciplinary team. In addition to standard staff support, the team included credentialing specialists and financial experts, who advised on a borrowing strategy that funded a strong launch for the initiatives.

Four years later, the competitor hasn’t gone away, but the association’s investments have paid off. The new education program achieved its enrollment and budget goals after just two years. Despite the association’s initial fears, the for-profit “didn’t use its muscle to take over,” says Greg Schultz, executive vice president with Kellen Company, the association’s AMC. Instead, the new programs “really helped solidify the association in its field and anchored its market position.”

This scary situation turned into a success story in part because an AMC is like an iceberg, says Paul J. Hanscom, CAE, vice president of marketing and business development at Ewald Consulting. The front-line staff team is the tip. What you may not see under the surface “is the depth of expertise from folks working side by side to support them in a range of areas,” Hanscom says—from meeting unexpected challenges to undertaking aggressive new initiatives. “A lot is going on that many people don’t observe, but it’s there.”

Unlike an iceberg, what lies below the surface at an AMC is a help, not a hazard. Consider these ways in which your association can take advantage of the full depth of AMC expertise.

**IN 2013**

**GET FISCALLY FIT**

When an international institute partnered with Ewald Consulting in March 2016, the organization’s sponsorship program wasn’t meeting its potential, in large part because of its antiquated CRM software and limited sales efforts.

Introducing more sophisticated processes and consistent marketing yielded the payoff the institute sought. Sponsorships rose 30 percent year over year. Magazine ad sales rebounded to a record high, and exhibit sales and web ads are also on the upswing.

The rewards resulted from “managing relationships better, pulling processes together, reaching out to people who had fallen through the cracks—all the things you need to do to position yourself for growth,” Hanscom says. “Now that we have the systems in place, we anticipate still more growth in years to come.”

Sometimes, though, associations need help retrenching. An AMC can use its knowledge to help them figure out the best way to conduct a strategic retreat—and then bounce back.

Recently, an organization dependent on increasingly volatile government funding experienced two years of losses and was anticipating a third. Thoughtful discussions ensued with Kellen. The AMC examined ways to
reduce management expense, performed an audit to see which activities could be cut, and introduced revenue-raising options.

The result: Kellen shifted from a fixed-price contract to a model with significant incentive-based components. At the same time, the organization eliminated nonessential activities and invested in programs and services that would drive value. Early signs have been encouraging.

“I anticipate that our actions will help rebuild reserves and focus staff and volunteer resources on important activities, so the organization can return to full strength,” Schultz says.

As circumstances change, an AMC can scale up or down, providing the amount and type of expertise you need only when you need it. “AMCs are like the flame in a hot-air balloon,” Schultz says. “We know how to apply heat and rapidly rise when opportunities come up, or we can reduce the heat when the organization needs to pull back in response to the winds of change.”

This can be a major money saver. “Think about ebb and flow throughout the year,” Schultz says. For example, when an association needs intensive help from specialists in organizing, marketing, or selling exhibits at an annual meeting, it’s possible to get it. AMCs can also help associations that have their own staffs when they need a la carte help with special projects, which could range from graphic design to strategic planning facilitation.

CHANGING TIMES

Working with numerous associations gives AMCs the ability to spot trends and anticipate change. After all, their business depends on remaining current on everything from member engagement to technological breakthroughs.

In one case, an international association had an in-person certification program that experienced a variety of challenges over the past few years. Enrollment was coming up short of growth goals, especially outside the United States. Those who did enroll would often complete part of the coursework and then drop out. The association’s leaders hesitated to go totally online because they weren’t familiar with or confident about the ways technology can validate virtual learning.

To bring the program up to date, Ewald Consulting’s staff shared their knowledge of learning management systems and convinced the association that online learning could be as valid as face-to-face courses.

Then, the AMC produced consensus on everything from program format to instructor scripts. The certification program is now fully available online, and both participation and the completion rate are up. The next step is to introduce the program in languages other than English.

“It’s very common for AMCs to help organizations zoom into the 21st century after they’ve been working with platforms that are really antiquated,” Hanscom says. And they can do it on a start-to-finish basis, helping you manage the technological transition, bring the new system up, and provide training as needed.

Sometimes people need updates as much as programs do. After one professional association saw growth hit a plateau, Kellen concluded that the biggest impediment was its governance structure, which encouraged trustees to micromanage.

Kellen introduced staff expertise in everything from governance to communication to planning. Though change is still a work in progress, “the board is very interested in becoming more strategic and much more thoughtful in the way they consider their organization’s future,” Schultz says. Board members are clarifying roles and responsibilities and integrating the best practices they’ve learned with the needs of their stakeholders.

BEYOND THE TIP OF THE ICEBERG

If your association needs an AMC’s expertise, regardless of the reason, you can do two things to make your partnership successful.

First, communicate about your own needs and circumstances. Be open about the opportunities and threats you see in your future, both in your organization and the environment in which you operate.

Then challenge your AMC to give you the full benefit of its beneath-the-surface expertise. Ask what your AMC’s other clients are doing when they face, for example, industry consolidation or major technological change.

Lessons from other industries can be highly relevant to you. As Hanscom suggests, “Constantly say, ’You’re an AMC. What do you bring to the table that I can’t get on my own?’”

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“IT’S VERY COMMON FOR AMCS TO HELP ORGANIZATIONS ZOOM INTO THE 21ST CENTURY AFTER THEY’VE BEEN WORKING WITH PLATFORMS THAT ARE REALLY ANTIQUATED.”

—PAUL J. HANSCOM, CAE
THE ASSOCIATION OF THE FUTURE IS CONNECTED

AMCS HAVE FOR DECADES EPITOMIZED THE SHARING ECONOMY. BEING PART OF IT CAN BRING YOUR ASSOCIATION SIGNIFICANT PURCHASING POWER AND ECONOMIES OF SCALE. HERE’S HOW.

BY KARLA TAYLOR
If you hear the term “sharing economy” and think Lyft or Airbnb, picture this:

In late 2015, three medical societies held back-to-back conventions at the same Seattle venue. The three societies were unrelated and had different audiences ranging in size from 900 to 3,000.

But because they shared the same team of meeting planners at the association management company SmithBucklin, they were able to use some of the same signage, lighting, screens, and production infrastructure for their general sessions and exhibit halls.

“We were able to leverage collective buying power and negotiate collective savings of thousands of dollars on labor and materials,” says Carol McGury, executive vice president of event and education services at SmithBucklin.

When you hear “sharing economy,” maybe you should think “my association.”

“The sharing economy is touted as a new and innovative concept,” says Barbara Myers, CAE, CEO of the association management company IMN Solutions. “But the idea of the AMC is rooted in the same principles: economies of scale, services shared by many, and greater cost savings and expertise to help you achieve your results.”

If a major part of your association’s future depends on strategic use of dollars and cents—and whose doesn’t?—here are three ways an AMC can help you by sharing resources of all kinds to leverage your purchasing power.

**Shared Connections**

Because they serve so many associations at once, AMCs are uniquely positioned to provide maximum impact through shared resources. The connections AMCs can offer translate to these benefits:

**Vetted vendors.** “An AMC is like a vendor database,” says Katherine Pankratz, senior account manager at VTM Group. Staff managers gather and exchange intelligence about which companies offer the best expertise and price. “This saves your association cash outflow and time, but it also saves you the headache of picking a vendor blindly,” she says. AMCs may also know specialized vendors that your association needs, but only rarely.

And because AMCs represent multiple organizations, “they have a seat at the table with suppliers and can influence direction on products and services,” McGury says. For example, when an AMC is negotiating with a mobile app provider, the staff can bargain about service levels and discounted pricing to meet client needs.

**Industry knowledge.** Whether an AMC specializes in financial associations or fraternal organizations, it will develop insights into what appeals to these specialty markets and can help develop the sponsorship and exhibitor packages that will sell best.

For example, by observing how buyers react to various clients’ offerings, McGury has found that many potential customers are less interested in one-off opportunities—lanyards and speaker underwriting—and more interested in ongoing access to decision makers. So SmithBucklin is developing revenue sources for its clients by working with sponsors and exhibitors to create year-round engagement opportunities. “After seeing what five other clients are doing, we ask: ‘Why do it this way? Why not that way?’” McGury says.

**Favors when you need them.** As important as good planning is, sometimes unexpected needs pop up. Pankratz works frequently with a graphic designer who, because of their ongoing relationship, is willing to offer scheduling priority. “Because your AMC has this database of contacts, you can call and say, ‘I need this collateral tomorrow,’” Pankratz says—and because the partnership is good for both sides, you often get it.

**Shared Intel**

AMCs do so much business that they’re often a first stop for vendors that want to preview product innovations and trends. “This gives our clients access to
Because they serve so many associations at once, AMCs are uniquely positioned to provide maximum impact through shared resources.

additional ideation that’s happening in the industry,” McGury says. “We have conversations based on future needs we’ve identified, or what’s up and coming, or where there’s a gap we now see in a service.” For example, based on experience with other clients, your AMC will know the best way to help speakers take advantage of second-screen technology to increase audience involvement.

Great ideas also grow out of experience that can be both broad and deep. “Stand-alone associations have really bright people doing the work, but they only know what they know,” McGury says. AMC meeting planners, by contrast, might work on a half-dozen annual conventions a year for different clients. “By the time they’ve been with the AMC three years, they’ve worked on 20 different events and learned about 20 ways to market, to promote speaker engagement, and to deliver innovation,” she says.

At the same time, AMCs can expose you to new ideas for combining face-to-face and digital learning or for sharing-economy business models that can encourage millennials to use your room block instead of Airbnb. An AMC’s staff includes experts who understand the trends in global meetings, know the legalities of hotel contracts, and have the skills to redesign websites. And this broad expertise usually comes at no extra cost to the client, Myers says.

**SHARED SAVINGS**

Any time you can save money, you’re better prepared for the future, Pankratz notes. With an AMC, you save thanks to:

**Economies of scale.** Whether you’re in the market for tea bags or technology, buying in multiples means paying less per unit. “A stand-alone association buys supplies for one team. An AMC may buy for 10 or even 100 teams,” McGury says. For example, a small association may not find it economical to invest in human resources software that would allow it to handle performance reviews online. But using a shared HR system turns cost-prohibitive into cost-effective.

**Bargaining power.** Buying in bulk also leads to greater leverage when it’s time to sign a contract. McGury’s education and learning services team recently negotiated with a video firm on behalf of several clients. “We got them to reduce the price not just for one but for all,” she says.

**Cheaper staffing and space.** Working with an AMC can lower training costs and, later on, reduce staffing needs. You’re sharing a highly skilled workforce on everything from your back-office membership operations to social media projects.

Even office space may get cheaper. “With changes in the workforce, we’re seeing more virtual work environments and more people taking advantage of teleworking options. This means that more organizations are questioning the value of brick-and-mortar offices,” Myers says. If that’s the case for your association, an AMC can offer a physical address and may be able to provide a home base for hosting meetings or welcoming members, much like WeWork, the shared workspace company.

Myers predicts that opportunities to participate in the sharing economy, and the resulting savings, are only going to grow. “When you look at all implications for associations, you see a lot of potential, especially if you’re in a competitive space,” she says. “As a thought leader for our clients—whether large or small, full-service or a la carte—AMCs are doing the leading-edge research to find new ways to innovate in this realm.”

**Karla Taylor** is a communications consultant in Bethesda, Maryland. Email: karlataylor@earthlink.net
THE ASSOCIATION OF THE FUTURE IS SUSTAINABLE

GIVEN AN INCREASED FOCUS ON CORPORATE SOCIAL RESPONSIBILITY IN MANY WORKPLACE SETTINGS, TODAY’S ASSOCIATIONS ARE STEPPING UP THEIR GAME TO ENSURE THAT ORGANIZATIONS ARE A FORCE FOR GOOD.

BY CHRISTINE UMBRELL
THE ASSOCIATION OF THE FUTURE IS SUSTAINABLE
SUSTAINABILITY AND GOOD BUSINESS PRACTICES ARE BECOMING A BUSINESS PRIORITY FOR MANY ASSOCIATIONS, where increasingly social-minded employees can take part in world-positive initiatives that promote efficiency and avoid the depletion of natural resources.

“Associations now have more of a moral imperative to consider sustainability and improve their footprint,” says Dede Gish-Panjada, vice president at Kellen Company, an association management company that has guided many association clients in sustainability initiatives. AMCs provide an efficient model of business, Gish-Panjada says, and thus are uniquely positioned to provide support when it comes to responsibly growing and making use of resources.

Working with an AMC that has demonstrated its dedication to efficient and sustainable strategies can come with benefits for associations preparing to embark on such initiatives, says Kate O’Donnell, CAE, senior vice president of marketing, communication, and brand strategy for MCI USA, an AMC that has an entire team devoted to sustainability. “AMCs are always thinking of how we can be efficient while thinking long term in our activities, so it’s a natural fit,” O’Donnell says.

MAXIMIZING EFFICIENCY
Association boards are notorious for adding new programs to address future needs—without addressing the strain that it puts on existing infrastructure. “The AMC model helps facilitate important conversations about the use of resources” to help guide an association in understanding needs versus wants, says Sara Wood, CAE, account executive at Management Solutions Plus.

When AMC clients want to add services to their scope, the answer at MSP is always: “Yes, but there is a financial implication of additional time, resources, and/or staff,” Wood says.

She cites one association that wanted to add a baseball game and networking event to its activities calendar. “New activities were out of scope, but there was an existing hotel-based networking event during the same month that was in scope,” Wood says. In a stand-alone association, the new event would have likely been added and put strain on staff.

“As a client of MSP, the association’s leadership had to decide if it wanted to pay for another event out of scope or instead replace the existing in-scope event. This created a strategic conversation about which event was more important, and ultimately they decided to do only one event that month at the ballpark.”

Guiding associations to make these difficult decisions fosters the kind of thinking that innovates for a sustainable future, Wood says. “Instead of the organization over-expending its current resources, those resources can be allocated to future projects.”

And when new programs must be added—requiring more resources—partnering with AMCs can help associations accomplish the goal more efficiently. For example, when a new program demands additional staff time, associations don’t have to grow one full-time employee at a time if they are working with an AMC, Gish-Panjada says: “We can step in and fill a one-time project need, such as a communications project or a website design/redesign, and then step back.” The program or project can get going more efficiently than if a new staff member had been hired and onboarded. “There’s no learning curve,” she says.

On a more tactical level, an AMC can serve as “an incubator of troubleshooting,” Wood says. For instance, if there is a challenge with one client, odds are that an AMC has already experienced the same issue with another client. At MSP, for example, a new way of displaying sponsorships for one client was the catalyst for helping another rethink its own sponsorship model.

Associations benefit from AMCs’ work with many different organizations. “And
they may never even realize that’s what is happening,” Wood says.

RETHINKING MEETINGS
One of the most effective ways an association can demonstrate its commitment to a healthier planet is by reconsidering the offerings at conferences and meetings. MCI spearheaded such an effort at a meeting of the Environmental Design Research Association (EDRA).

“We help associations achieve sustainability goals that they might not be able to achieve otherwise,” O’Donnell says.

EDRA themed its conference “Healthy + Healing Places.” MCI helped to create a paperless conference with food from sustainable farms and a strict no-bottled-water policy—only pitchers. The conference also featured healthy activities, such as walks and yoga classes, O’Donnell says.

New technologies can pave the way for more environmentally friendly events. Kellen began encouraging clients to use a mobile meeting app several years ago, replacing printed programs and transitioning events to “greener” experiences, Gish-Panjada says.

As app technology has improved, Kellen has helped clients provide enhanced functionality. Now, in addition to sharing detailed educational programming information, apps can be designed to share other data, such as meeting registration lists that allow for real-time communications among attendees.

In addition, Gish-Panjada says Kellen has been able to increase in-app sponsorships and revenues and decrease printing costs with meeting apps.

Using similar technology for several clients and upgrading it over time “makes our staff more efficient and helps us work without fail, since we are using the same technologies but adapting them for each individual client,” Gish-Panjada says.

Even details such as well-thought-out locations can contribute to a more sustainable meeting experience. “We try to schedule our client association board meetings and events in locations that are closest to the greatest number of attendees,” which reduces each individual’s travel and carbon footprint, Gish-Panjada says.

Kellen uses a calculator for certain locations to help forecast how many attendees will likely travel, how far they’ll have to go, and what methods of transportation they will likely take. This information can be used to determine which specific location is most attractive while not requiring a large expenditure of carbon.

In addition, Kellen helps its clients look for conference centers and hotels that are rated by the Leadership in Energy and Environmental Design rating system.

EMBRACING A NEW MINDSET
Some smaller associations have been reluctant to investigate sustainable and efficient business practices, fearing that expenses involved in these strategies will be overwhelming. But some initiatives, such as adding mobile apps and reducing paper usage, may actually reduce overall costs.

“AMCs often have to reduce the ‘fear factor’ for less tech-savvy associations that are intimidated by technology,” Gish-Panjada says. With these organizations, a slower approach to technology adoption may be warranted.

For example, in transitioning from a printed meeting program to a mobile app, some associations may choose to provide a printed “schedule-at-a-glance” to supplement the app, or host a print station for attendees. Gish-Panjada says associations need to offer a bridge from one way of doing business to another.

For those environmentally friendly initiatives that add expenses to an association’s budget, it’s important to consider costs during the planning stages of the project, O’Donnell says.

For instance, if an association chooses to offer farm-to-table meals during conferences, MCI works to ensure that the client is clear in its priorities and understands the expenses required. “Sometimes you need to recognize that achieving your goals in one area means accepting the additional cost involved,” O’Donnell says.

But AMCs can also negotiate favorable rates for associations due to their collective-buying power. “We work with our hotels and conference centers and negotiate money for food, including menus and pricing, sometimes years in advance,” Gish-Panjada says. “We can request farm-to-table or organic at the beginning of the RFP process. And we ask them what they can provide within the budget.”

For associations that want to implement or expand efficient and sustainable business practices, working with an AMC can be a great way to start. Many of these companies are well positioned to lead the way and educate associations about simple and effective ways to approach sustainability, O’Donnell says.

“We look at core values of the associations we work with and how we can align sustainability initiatives with their values,” she says.

Christine Umbrell is a freelance writer based in Herndon, Virginia. Email: christineumbrell@gmail.com.

“WE HELP ASSOCIATIONS ACHIEVE SUSTAINABILITY GOALS THAT THEY MIGHT NOT BE ABLE TO ACHIEVE OTHERWISE.”

—KATE O’DONNELL, CAE
What is one critical element that will define the association of the future?

**ERIN FULLER, FASAE, CAE**
**PRESIDENT**
**MCI USA**
**WASHINGTON, DC**

Customized connections—a recognition that some want a full, traditional membership experience, while others will either define their engagement differently or merely swing by occasionally for the one key product that you provide. In other words, we need to provide the entire buffet—Whole Foods, Amazon Fresh, and 7-Eleven—in a way that welcomes people and creates value regardless of their need.

**G. A. TAYLOR FERNLEY**
**PRESIDENT AND CEO**
**FERNLEY & FERNLEY, INC.**
**PHILADELPHIA**

The landscape of associations is forever changed. Those who remain relevant will be those who “question the answers” of the people around them, those who are bold and self-confident enough to challenge traditional thinking and willing to take risks for the long-term good of the organization. Those that don’t, well, the writing is on the wall.

**PETER CONSTANTINOU**
**PRESIDENT AND CEO**
**ASSOCIATION MATTERS, INC.**
**HUNT VALLEY, MARYLAND**

Associations exist to connect people of like mind or interest with one another. This connection can happen at conferences and meet-ups, through published pieces and media, and in other ways. For associations to remain relevant and vibrant, they must constantly provide opportunities to engage members and others within their ecosystem. Engagement will drive value, build loyalty and awareness, and expand their reach.

**CONNI INGALLINA**
**PRESIDENT AND CEO**
**SOS ASSOCIATION MANAGEMENT SOLUTIONS**
**SCOTTSDALE, ARIZONA**

Engagement looks different than it did 20 years ago. We have found a lot of ways to engage members through things other than events. In the future, connecting our members to what is important is key. Work-life balance, involvement in local and industry issues, and sustainability are areas that associations can tap into. Technology will certainly help engagement, but it’s up to association leadership to drive it.
## Association Management Company Directory

All listings in this directory are paid listings. Information was provided by each company.

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<td>THOMAS ASSOCIATES, INC.</td>
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<td>THOMPSON MANAGEMENT ASSOCIATES, LLC</td>
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<td>WJ WEISER &amp; ASSOCIATES, INC.</td>
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<td>45</td>
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<td>XMI ACQUISITIONS, LLC</td>
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All listings in this directory are paid listings. Information was provided by each company.
ASSOCIATION MANAGEMENT COMPANY LISTINGS

(C) MANAGEMENT INC.
1801 RESEARCH BLVD., #400
ROCKVILLE, MD 20850
LOIS UTTERBACK, VICE PRESIDENT
301-984-1242; FAX: 301-770-1949
INFO@C-MANAGEMENTINC.COM
WWW.C-MANAGEMENTINC.COM
At (c) Management, Inc., (CMI) our mission is to provide trusted and dynamic management services for associations, foundations, and nonprofits in the healthcare field. CMI offers a unique approach, matching strong logistical-, financial-, strategic-, and meeting-support capabilities with experienced legislative and fundraising expertise.

INDUSTRIES SERVED: HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICS.
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ALTA MANAGEMENT SERVICES, INC.
1617 JOHN F. KENNEDY BLVD., #810
PHILADELPHIA, PA 19103
ED GROSE, PRESIDENT & CEO
EGROSE@ALTAMSI.COM
WWW.ALTAMSI.COM
Alta Management Services, Inc. is an association management firm that provides full-service management to nonprofit trade associations. We have been in the association management business since 1996 and have a reputation for increasing profitability in associations through increased membership and participation in association programs and conferences.

INDUSTRIES SERVED: ACCOMMODATION & FOOD

AMC SOURCE
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NORTH PALM BEACH, FL 33408
GREGORY BROOKS, PRESIDENT AND EXECUTIVE DIRECTOR
DEBRA NOLAN, IOM, CAE, CEO AND EXECUTIVE DIRECTOR
800-440-4066; FAX: 800-837-7321
INFO@AMCSOURCE.COM
WWW.AMCSOURCE.COM
AMC Source advances the mission of trade associations and professional societies through leadership, strategy, and collaboration. We help organizations identify priorities, achieve goals, and ensure volunteer leaders are strategically working together to support relevancy, membership growth, and a healthy budget while continuously evaluating member needs and identifying future trends.

INDUSTRIES SERVED: ACCOUNTING, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, GOVERNMENT & PUBLIC ADMINISTRATION, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, TOURISM, TOURISM-CONVENTION CENTERS, UTILITIES & ENERGY.
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ALL INDUSTRIES AND INTERESTS CONSIDERED

AMPED ASSOCIATION MANAGEMENT
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MADISON, WI 53703
LYNDA J. PATTERSON, FASAE, CAE, PRESIDENT & OWNER
608-251-5940; FAX: 608-251-5941
LPATTERSON@MANAGEASSOCIATIONS.COM
WWW.MANAGEASSOCIATIONS.COM
OTHER LOCATIONS: WASHINGTON, DC
AMPED focuses on management and operations so your volunteer leaders are free to lead. Whether you need full or partial association management services, we offer a high-energy, creative, and transparent approach. We work in partnership with associations toward shared strategic vision. Take your association to the next level with AMPED!

INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ENGINEERING, ENVIRONMENT & WILDLIFE, HEALTHCARE-MEDICINE, INSURANCE, MANUFACTURING, PROFESSIONAL SERVICES, SCIENCE, SOCIETY OF ASSN. EXECUTIVES, SPORTS & RECREATION.
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ALL LISTINGS IN THIS DIRECTORY ARE PAID, WITH INFORMATION PROVIDED BY EACH COMPANY.
AMR MANAGEMENT SERVICES
201 E. MAIN ST., #1405
LEXINGTON, KY 40507
BRIAN RIGGS, VP, BUSINESS DEVELOPMENT & INNOVATION
859-514-9150; FAX: 859-514-9207
INFO@AMRMS.COM
WWW.AMRMS.COM
OTHER LOCATIONS: MISSOURI; VIRGINIA; WASHINGTON, DC; NEW JERSEY; PHILADELPHIA
AMR Management Services provides professional services to more than 26 local, regional, national and international nonprofit trade associations and professional societies. Our services include association management, governance, conference and event management, technology and financial management as well as marketing and consultative services. AMR is charter accredited by the AMC Institute.
INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INFORMATION MANAGEMENT, PHILANTHROPY & HUMANITARIANISM.

PROFESSIONAL SERVICES, PUBLIC SAFETY, TECHNOLOGY, TOURISM.
AMC INSTITUTE CHARTER ACCREDITED AMC
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ANTHONY J. JANNETTI, INC.
EAST HOLLY AVE., BOX 56
PITMAN, NJ 08071
JANET D’ALESANDRO, COMMUNICATIONS DIRECTOR
856-256-2300; FAX: 856-589-7463
CONTACT@AJJ.COM
WWW.AJJ.COM
Serving specialty nursing associations and the healthcare industry, AJJ partners with clients to help advance their mission, maximize resources, and achieve sustained success. AJJ offers full and partial association management services, including day-to-day administration, conference management, corporate sponsorship, advertising and exhibit management, education, certification, leadership development, membership development, communications, social media marketing, and publishing.
INDUSTRIES SERVED: BUSINESS-MANAGEMENT, BUSINESS-MARKETING, EDUCATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INFORMATION MANAGEMENT, PROFESSIONAL SERVICES.
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ALL INDUSTRIES AND INTERESTS CONSIDERED

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2840 WEST BAY DR., #141
BELLEAIR BLUFFS, FL 33770-2620
DR. GINGER PHILLIPS, PRESIDENT
727-940-2658
GPHILLIPS@ARDENSOLUTIONS.COM
WWW.ARDENSOLUTIONS.COM
Academic associations are our specialty. Full or customized services, we are expert conference planners. Fully volunteer and now wish to hire staff? We can help you though the transition. Our goal is to help professional associations find good solutions to their management challenges and conference needs.
INDUSTRIES SERVED: EDUCATION, EDUCATION-COLLEGES UNIVERSITIES, FINANCE, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING.
ALL INDUSTRIES AND INTERESTS CONSIDERED

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3337 DUKE ST.
ALEXANDRIA, VA 22314
PAMELA VALENZUELA, CAE, PRESIDENT
703-370-7436; FAX: 703-342-4311
AM@ASCENT-MANAGEMENT.COM
WWW.ASCENT-MANAGEMENT.COM
Creative, cost-effective, full-service and project-management solutions for associations and foundations. Management services: leadership development, administration, and financial management. Communication strategies: integrated marketing/communications utilizing traditional and social media, website development and SEO, and legislative advocacy. Revenue generation: membership recruitment and retention, education programs, meeting and exposition management, and advertising and sponsorship sales.
INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, EDUCATION-COLLEGES & UNIVERSITIES, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HUMAN SERVICES, INSURANCE, LAW, PROFESSIONAL SERVICES, TOURISM, TOURISM-CONVENTION CENTERS.
ALL INDUSTRIES AND INTERESTS CONSIDERED

ASSOCIATION & SOCIETY MANAGEMENT INTERNATIONAL, INC.
201 PARK WASHINGTON CT.
FALLS CHURCH, VA 22046
ELIZABETH B. ARMSTRONG, MAM, CAE, PRESIDENT
703-533-0251; FAX: 703-241-5603
BARMSTRONG@ASMII.NET
WWW.ASMII.COM
ASMI, an Accredited Association Management Company, delivers full-service association management services to organizations seeking personalized, professional nonprofit expertise. Trade associations, professional societies, and advocacy groups receive administrative services, management, and counsel so that elected leaders and members can focus on policy and special interest areas. ASMI earns high levels of customer satisfaction among its clients.
INDUSTRIES SERVED: COMMUNICATIONS & ENTERTAINMENT, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, MANUFACTURING, PUBLIC SAFETY.
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ASSOCIATION ACUMEN, LLC
N83 W13410 LEON RD.
MENOMONEE FALLS, WI 53051
BETSY SMITH, CPA, MST, PRESIDENT
414-359-1676; FAX: 414-359-1671
INFO@ASSOCIATIONACUMEN.COM
WWW.ASSOCIATIONACUMEN.COM
Association Acumen is an accredited award-winning management firm providing full-service and project management services to professional, medical, and trade organizations. Acumen’s strength is working closely with leaders to provide governance consulting, strategic planning, meeting management, integrated marketing, and analytic data services. We leverage technology and employ talented people to deliver best practices that generate results.
INDUSTRIES SERVED: AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, INSURANCE, PROFESSIONAL SERVICES, SCIENCE, TRANSPORTATION & STORAGE.
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ALL INDUSTRIES AND INTERESTS CONSIDERED

ASSOCIATION ASSOCIATES, INC.
1255 WHITEHORSE-MERCERVILLE RD., BLDG. B, #514
TRENTON, NJ 08619
DEBBIE HART, PRESIDENT
609-890-9207; FAX: 609-581-8244
DHART@HQ4U.COM
WWW.HQ4U.COM
Association Associates, Inc., was established in 1992 with the mission to provide outstanding management services to trade and professional nonprofit organizations. Our team empowers your volunteers to lead your association to its highest potential. Our clients know us as “The Partner That Leads.” Incorporated in New Jersey, AAI is headquartered in a suburb of Trenton, easily accessible to major highways and airports.
INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, EDUCATION, EMPLOYMENT, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICS, HUMAN SERVICES, INFORMATION MANAGEMENT, MANUFACTURING, REAL ESTATE & HOUSING, SCIENCE, TECHNOLOGY, UTILITIES & ENERGY.
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ASSOCIATION DEVELOPMENT GROUP, INC.
136 EVERETT RD.
ALBANY, NY 12205
KATHLEEN VAN DE LOO, PRESIDENT
518-465-7085; FAX: 518-427-9495
INFO@ADGCOMMUNICATIONS.COM
WWW.ADGCOMMUNICATIONS.COM
How many projects on your priority list aren’t getting done? ADG’s full-service management, creative, event, and web teams specialize in helping associations move priority projects to the completed list so you can focus on daily business. Now in its third decade, ADG is where projects go to get done.
INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, CONSTRUCTION, EDUCATION, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICS, HUMAN SERVICES, INSURANCE, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, RELIGION, SCIENCE, TECHNOLOGY, TRANSPORTATION & STORAGE.
ALL INDUSTRIES AND INTERESTS CONSIDERED
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THE ASSOCIATION ADVANTAGE LLC
591 NORTH AVE., #3-2
WAKEFIELD, MA 01880-1617
SHERRI L. OKEN, CAE, PRINCIPAL
781-245-6485; FAX: 781-245-6487
SOLUTIONS@THEASSOCIATIONADVANTAGE.NET
WWW.THEASSOCIATIONADVANTAGE.NET
The Association Advantage guides volunteer leaders so that they may achieve their strategic goals. To give your association a competitive advantage, we offer assessment, training, and support in areas such as strategic planning, programs and events, communications, membership, and volunteer management. Our quality, cost-effective, and customized services are designed to meet your specific organizational needs.
ALL INDUSTRIES AND INTERESTS CONSIDERED

When Preparing Your Organization for the Future, Choose the Best Qualified Staff in the Industry.

Our experienced staff hold more professional certifications and recognitions than the staff of any other firm, including Certified Association Executives, Quality Association Specialists, Certified Meeting Planners, Certified Virtual Event Planners, the Social Media Business Equation Certification, Six Sigma Yellow Belt Certifications and Six Sigma Black Belt Certifications.
We perform the administration and management of your organization’s priorities to allow your elected officials to focus on policy and industry issues.
ASMI: supporting organizations since 1964.

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201 PARK WASHINGTON COURT
FALLS CHURCH, VA 22046-4527
703-533-0251 • WWW.ASMII.COM

BUSINESS DEVELOPMENT | GOVERNMENT RELATIONS | INTERNATIONAL DEVELOPMENT | STRATEGIC PLANNING MEETING & EXHIBIT PROGRAMS | MARKETING | FISCAL MANAGEMENT | FUNDRAISING | CONTINUING EDUCATION MEMBERSHIP | COMMUNICATIONS & PUBLICATIONS | CONTRACT PROCUREMENT & MANAGEMENT
ASSOCIATION DEVELOPMENT SERVICES INC.
2345 RICE ST., #220
SAINT PAUL, MN 55113
SHERYLE HAZARD, PRESIDENT
651-317-8040; FAX: 651-317-8048
INFO@ASSOCIATIONDEVELOPMENT.COM
WWW.ASSOCIATIONDEVELOPMENT.COM
Inpiring associations to engage, advance, and succeed, Association Development Services is an experienced, full-service association management company committed to building strong partnerships by developing a shared strategic vision focused on achieving results. We specialize in strategic guidance, customized services, and outstanding, friendly customer service.
INDUSTRIES SERVED: AUTOMOTIVE, EDUCATION-COLLEGES & UNIVERSITIES, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, LAW, PERSONAL CARE & SERVICES, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, SCIENCE.
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ASSOCIATION HEADQUARTERS, INC.
1120 ROUTE 73, #200
MT LAUREL, NJ 08054
BUTLER COOPER, DIRECTOR OF SALES
856-439-0500; FAX: 856-439-0525
INQUIRE@AHREDCHAIR.COM
WWW.AHREDCHAIR.COM
ASSOCIATION INNOVATION AND MANAGEMENT, INC.
1821 MICHAEL FARADAY DR., #300
RESTON, VA 20190
DEBORAH O’KEEFE, PRESIDENT
703-438-3103; FAX: 703-438-3113
DOKEEFE@AIM-HQ.NET
WWW.AIM-HQ.NET
AIM specializes in building partnerships with scientific and health-related nonprofit organizations. AIM delivers cost-effective, proven, exceptional management services that enable our clients to focus on strategies necessary to achieve their goals. The AIM professionals are the industry’s leaders in utilizing innovation and technology to deliver results that exceed client expectations. AIM is 100 percent employee-owned.
INDUSTRIES SERVED: HEALTHCARE-GENERAL, HEALTHCARE-PHARMACEUTICS, PUBLIC SAFETY, SCIENCE.
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ASSOCIATION MANAGEMENT CENTER
8735 W. HIGGINS RD., #300
CHICAGO, IL 60631
MARIYON JANSEN, EXECUTIVE DIRECTOR OF BUSINESS DEVELOPMENT
847-375-4811; FAX: 847-375-6401
INFO@CONNECT2AMC.COM
WWW.CONNECT2AMC.COM
Built upon a 40-year tradition of strategic and innovative association leadership, Association Management Center proudly manages full-service and consulting client relationships. Partner with us to clarify goals and strategies, create new plans and products, and convert ideas into success. “Achieve What You Believe” through our management, consulting, or outsourced services. The next level is calling!
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ASSOCIATION MANAGEMENT GROUP LLC
3300 WASHTENAW AVE., #222
ANN ARBOR, MI 48104
MARK MCDOUGALL, PRESIDENT
734-973-6700; FAX: 734-973-6791
MARKMC@AMG-HQ.NET
WWW.AMG-HQ.NET
OTHER LOCATIONS: PENNSYLVANIA, WISCONSIN
AMG is a full-service AMC formed in 1994 with extensive experience in managing and growing healthcare and technology associations. Contract services include digital communications, social media marketing, media relations, education/certification program development, project management, and membership expansion. We excel in producing meetings throughout North America, Europe, Asia, and South America.
INDUSTRIES SERVED: ENGINEERING, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-PHARMACEUTICS, INFORMATION MANAGEMENT, TECHNOLOGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
ASSOCIATION MANAGEMENT RESOURCES (AMR)
1390 EISENHOWER PL.
ANN ARBOR, MI 48108
Diane Dufek, President/CEO
734-677-2270; FAX: 734-677-2407
DUFEEK@MANAGEDBYAMR.COM
WWW.MANAGEDBYAMR.COM
Full-service, multi-client association and event management company. With two locations in Ann Arbor and Greater Lansing, AMR specializes in the management of small to medium-size nonprofit organizations. With a focus on exceptional customer service, we provide the stability necessary to establish a secure infrastructure for your organization’s growth and success.
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ALL INDUSTRIES AND INTERESTS CONSIDERED
ASSOCIATION MANAGEMENT STRATEGIES, INC.
1800 M ST. NW, #4005
WASHINGTON, DC 20036
CARRIE HOFFMAN, VICE PRESIDENT
202-530-5910; FAX: 202-530-0699
INFO@AMSAMC.COM
WWW.AMSAMC.COM
AMS provides a comprehensive suite of executive management and operational support services to industry trade associations, coalitions, and foundations, including strong leadership, constructive
collaboration, an experienced and dedicated staff of professionals, the ability to keep pace with an ever-changing technology environment, sound financial management, and a vision for the future.

**INDUSTRIES SERVED:** AUTOMOTIVE, CHAMBERS OF COMMERCE, EDUCATION, ENVIRONMENT & WILDLIFE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-PHARMACEUTICALS, INSURANCE, LAW, MANUFACTURING, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.

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**ASSOCIATION MANAGEMENT, LTD. (AML)**
1255 SW PRAIRIE TRAIL PKWY
ANKENY, IA 50023
MOLLY LOPEZ, CAE, PRESIDENT
515-243-1558; FAX: 515-334-1143
AML@AML.ORG
WWW.AML.ORG
Since 1976, AML has partnered with international, national, regional, and state associations to provide solutions that unleash the potential of our clients’ organizations, members, and leaders. With AMC Institute accreditation and certified staff, AML provides solutions that make a difference.

**INDUSTRIES SERVED:** ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION-COLLEGES & UNIVERSITIES, ENVIRONMENT & WILDLIFE, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, INSURANCE, LAW, MANUFACTURING, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, TOURISM-CHAMBERS OF COMMERCE, TOURISM-CONVENTION CENTERS, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

**ASSOCIATION RESOURCES, INC.**
342 N. MAIN ST., #301
WEST HARTFORD, CT 06117
MARTY ROTBLATT, IOM, CAE, PRESIDENT & CEO
860-586-7500; FAX: 860-586-7550
MROTBLATT@ASSOCIATIONRESOURCES.COM
WWW.ASSOCIATIONRESOURCES.COM
Using a strategy first approach, AR delivers administrative, management, event, and leadership solutions by partnering with your association’s volunteers to fulfill your mission. As a charter accredited AMC, AR applies our 33 years of experience working with state, regional, national, and international nonprofits to identify and achieve your organization’s goals.


**COMMUNITY, SOLUTIONS, SPACE.**

AH is an Association Management Company that provides a **community** of associations that offer innovation, inspiration, and a wealth of experience. The **solutions** you’re looking for in order to drive your organization toward success are found at AH. Your organization can feel comfortable in calling your **space** at AH, a home.

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**» COMMUNICATIONS**
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LAGRANGE, GA 30241
KATIE OXFORD, DIRECTOR OF OPERATIONS
706-845-9088; FAX: 706-883-8215
KEOXFORD@ASGINFO.NET
WWW.ASSOCIATIONSERVICESGROUP.NET
Association Services Group is a full-service accredited association management company providing membership marketing, publication services, public relations, newsletters, government affairs, meeting and conference planning, exposition coordination, and financial and administrative management. Our clients include health, academic, and education organizations. We also have an extensive background in agriculture-related organizations.

INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, CLUBS & FRATERNAL ORGANIZATIONS, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, PHILANTHROPY & HUMANITARIANISM, SCIENCE, TOURISM, TRANSPORTATION & STORAGE.

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Custom Management Group (CMG), an AMCI-accredited Association Management Company founded in 2000, assists national and international membership societies, associations, foundations, and consortia by providing smart and effective solutions in technology, conference planning, financial management, governance, and membership. CMG is committed to providing only the highest quality service to our clients.

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With 60 offices in 31 countries, MCI Group provides full-service managed solutions for associations looking to enhance their strategic and tactical operations. For 30 years, we have helped U.S.-based associations grow locally and globally by building communities and improving business capacity to deliver locally relevant membership, product, and service experiences.

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INFO@MCKENNAMANAGEMENT.COM
WWW.MCKENNAMANAGEMENT.COM
OTHER LOCATIONS: VIRGINIA
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INFO@MEETINGEXPECTATIONS.COM
WWW.MEETINGEXPECTATIONS.COM
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OTHER LOCATIONS: COLORADO; ILLINOIS; WASHINGTON, DC
Meeting Expectations’ award-winning association management team builds evolutionary solutions to grow and engage your membership community, increase sponsorship, and drive greater event/conference participation and profitability. Our approach to association management supports boards and committees as they focus on the goals of the organization, while we concentrate on making those goals an impressive reality.
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OTHER LOCATIONS: NEVADA; BELGIUM; SINGAPORE; SWITZERLAND; THE NETHERLANDS
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WWW.MMC21.COM
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OFFINGER is the experienced voice in association management. Our expertise is underscored by our accreditation from the AMC Institute. Delivering innovative, full-service association management services or simply association administrative support, our services include financial reporting,
OFFINGER delivers expert leadership, strategic guidance, and operational excellence to your association. With OFFINGER, you'll receive a greater return on investment beyond what may be possible through volunteer management or hired association staff.

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WWW.PNASSOCIATIONS.COM

Our clients’ success is our highest priority. Our business philosophy centers around the concept of “our success follows the success of our clients” and our culture reinforces our commitment to service and quality. For 26 years, we have provided associations with close personal attention and services of the highest quality.

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WWW.PAIMGMT.COM

PAI specializes in meeting the distinctive management needs of professional societies in the health professions and biomedical research disciplines. Our successful track record of helping volunteer leaders increase membership, boost conference attendance, and improve financial stability is based on our association management skills, experiences in the healthcare industry, and use of state-of-the-art technology.

INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, CONSTRUCTION, ECONOMIC DEVELOPMENT, ENGINEERING, HEALTHCARE, HEALTHCARE–DENTISTRY, INSURANCE, MANUFACTURING, PROFESSIONAL SERVICES.

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WWW.PRRI.COM

PRRI is an AMC Institute Accredited association management company specializing in full-service professional association management, including executive management, administration, meetings, membership, and exhibition for medical associations and their related foundations. We have more than 70 years of experience in association management.

INDUSTRIES SERVED: HEALTHCARE, HEALTHCARE–GENERAL, HEALTHCARE–MEDICINE, HEALTHCARE–NURSING.

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HEALTHCARE, HEALTHCARE–GENERAL, HEALTHCARE–PHARMACEUTICS, INFORMATION MANAGEMENT, INSURANCE, MANUFACTURING, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SOCIETY OF ASSN. EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY.
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WWW.REESGROUPINC.COM

The Rees Group, Inc., offers innovative, full-service management for the progressive professional association. Specializing in active partnerships with boards and committees, we focus on leadership development, member acquisition and retention, fundraising, financial reporting and analysis, meeting development and planning, exhibit hall management, editorial support, graphic design, and web-based initiatives.

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INFO@ROBSTAN.COM
WWW.ROBSTAN.COM

Robstan Group, Inc. is a full-service association management company offering creative and practical solutions to meet the needs of our clients. Our engaged staff becomes a valuable resource to the volunteers and members of our association clients helping them to meet their strategic goals, promote their brand, and provide an environment that fosters member loyalty.

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Sentergroup is a professional services and association management company based in Chicago. Its experienced staff provides administrative, operational, meeting planning, marketing, financial, and strategic solutions to a host of associations, foundations, and corporate entities.

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OTHER LOCATIONS: WASHINGTON, DC; CALIFORNIA; CONNECTICUT; MARYLAND; MISSOURI
SmithBucklin is the association management and services company more organizations turn to than any other. Our mission is to achieve the missions of the client organizations we serve and provide uncompromised stewardship for their long-term prosperity. SmithBucklin offers full-service management and outsourced services to trade associations, professional societies, technology user communities, industry consortia, charitable organizations, corporations, and government institutes. Founded in 1949, SmithBucklin has offices in Chicago; Washington, DC; Old Lyme, Connecticut; St. Louis; Bethesda, Maryland; and San Ramon, California, and delivers seamless association and event management services worldwide.

**INDUSTRIES SERVED:** ACCOMMODATION & FOOD SERVICES, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, PERSONAL CARE & SERVICES, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, TECHNOLOGY, TRANSPORTATION & STORAGE.

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**STATUS PLUS, INC.**
P.O. BOX 1233
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952-683-1878; FAX: 612-808-0491
INFO.US@STATUSPLUS.NET
WWW.STATUSPLUS.NET

OTHER LOCATIONS: NETHERLANDS

Status Plus, Inc., is a full-service management company with offices in Minnesota and the Netherlands, serving national and international associations, membership societies, and foundations. We help nonprofits succeed by combining excellent association services with state-of-the-art technical solutions and have an impressive track record in event management in the U.S. and internationally.

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OTHER LOCATIONS: VIRGINIA

Celebrating 30 years in 2017, TMG is an AMCI Accredited Association Management Company. With 35-plus staff, TMG serves 17 full-service management client-partners. In addition, TMG provides meetings and event management and consulting services.


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THOMAS ASSOCIATES, INC.
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JOHN H. ADDINGTON, CHAIRMAN & CEO
216-241-7333; FAX: 216-241-0105
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In partnership with your volunteer leaders, TMA provides professional, cost-effective services delivered with a personal touch, designed to exceed your expectations. Services include membership/program development, marketing/communications, strategic planning, event planning, and financial management. TMA maintains a clear focus on helping your members become more successful, better informed, and more profitable. Conveniently located in Historic Annapolis, Maryland.


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WWW.TOTMGTSOL.COM

Total Management Solutions provides nonprofit organizations with innovative, affordable solutions. An AMCI accredited management company, TMS offers professional, goal-oriented services to help associations grow, strengthen their brand, remain financially sound, and become strategically strong. TMS will be your headquarters for expert service and value, now and in the future.

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TVd Associates offers strategic and operational support to nonprofit organizations of varied sizes. We help leverage available data to build custom strategies on the macro or functional level—e.g., management, membership, marketing, fundraising, and events—to achieve institutional growth and goals. We invest in our clients’ core values and success.

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WWW.VALISADEGROUP.COM

OTHER LOCATIONS: KENTUCKY

TVG is a full-service AMC with offices in Kentucky and Texas. TVG works to develop a collaborative partnership with organization leaders to drive their association to meet its mission and goals. TVG provides full or partial association management services, including financial management, administration, meeting planning, membership management, and infrastructure development.

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Verto Solutions is an association management and scientific services company, providing thoughtful and effective programs that achieve each client’s goals. Whether your organization needs full association support, a strategic analysis of current objectives, legislative or regulatory advocacy, or scientific program management, our team of professionals will exceed your expectations.

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We ask what size do you want it to be?

Some AMCs focus on smaller associations. Others, strictly on larger ones. At WJ Weiser, we simply focus on associations with aspirations of vibrancy, prosperity and growth.

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