

Place
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ABC Delaware
31 Blevins Drive, Suite B
New Castle, DE 19720

***Looking
for a way
to lower
your dues,
event
costs and
other ABC
costs?***

***The answer:
ABC
Dollars!***



ABC
\$ ABC Dollars!



ABC Dollars



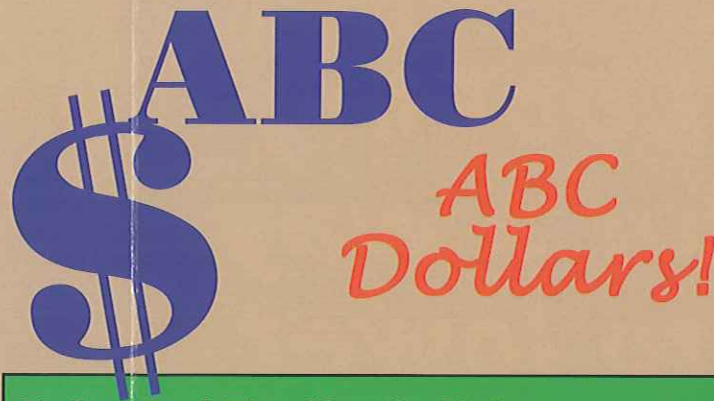
**2011 Membership
Recruitment Campaign**

"ABC Dollars"
When an ABC member recruits a new company into ABC, they will receive a credit within ABC Delaware.

The ABC member who sponsors the new company may use the credit for their 2011 dues, class attendance and/or networking nights. These credits will be referred to as "ABC Dollars."



Questions about the Referral Program?
Call ABC Delaware Membership Manager Mike Matweychuk at (302) 328-1111.



Referral of The Month Club:

If a Member of the organization refers a prospect, his/her name will be put into a drawing for a \$50 Visa gift card (twice for contractor and once for associate/supplier). The drawing for the winner will be held at the following month's event. This will occur each month, for only those referrals that came in for that specific month. There is no limit to the number of months members may make referrals.

ABC New Member Rewards Program:

If a Prospect elects to join ABC, the referring Member will receive a 5% discount for an Associate/Supplier Member and 10% for a Contractor, to be used in one of three ways;

- For Annual Dues in the existing year
- For the next Monthly Event
- For an Education/Safety Class

A Cap at 30% will apply.

Following Events are Excluded:

- Spring and Summer Golf Outing
- Crab Feast
- Trap Shoot
- EIC Awards Dinner



Membership Contest

I have talked to:

(Individual)
at

(Name of company)
about the benefits of membership with ABC and would like to sponsor them as a new member.

My Name-Please print

My Company-Please print

Signature

Date:

Mail or fax to: ABC Delaware, 31 Blevins Drive, Suite B, New Castle, DE 19720
Fax: (302) 323-1122