AFFILIATE & CVB EDITION

MEMBER STRATEGIC PLAN FOR SUCCESS



ASSOCIATION EXECUTIVES OF NORTH CAROLINA



MEMBER STRATEGIC PLAN FOR SUCCESS

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MEMBER STRATEGIC PLAN FOR SUCCESS

Welcome to the AENC Member Strategic Plan for Success! Membership and success made easy at AENC. We know you are very busy, and while AENC is important to you, we are just one of the many responsibilities you have. So, we are going to make working with and benefiting from AENC easier than ever! In this plan document, you will find information about:

- 1. Your membership options and how to maximize the exposure of your staff.
- 2. Opportunities to sponsor and exhibit at AENC "Signature Events".
- 3. How you can advertise with AENC to create lasting impressions on Association buyers.

We know your resources are limited, so this document will help you create a plan for success, at one time, and within your budget. No more going back to the boss throughout the year asking for more money. This is your opportunity for a one-stop planning experience!

Visit us at aencnet.org, on Facebook and LinkedIn.







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MEMBERSHIP OPTIONS

Membership year runs September 1 - August 31

ASSOCIATION MEMBERS

Chief Executive Officers (CEOs) and staff personnel who devote 50% or more of their working time to general association management duties in a trade, technical, educational, philanthropic, or business association, or in individual membership societies with a common professional or business interest.

- > First member \$295
- > 2nd member FREE
- > 3 rd 10th member \$145 per member
- > 10th and more subsequent members <code>FREE</code>

AFFILIATE MEMBERS

Any individual who has a special interest in associations, association management, or in providing products or services to associations, but who does not otherwise qualify for Association Membership.

- > First Member \$375
- > 2nd Member or more \$295 per member

CVB MEMBERS

Any individual who is employed by a Convention & Visitors Bureau.

- > First Member \$335
- > 2nd Member or more \$255 per member

RETIRED MEMBERS

Any individual who previously held an AENC membership and is retired from full-time work.

>\$50 per member

LIFETIME & HONORARY MEMBERS

Lifetime and Honorary Membership may be conferred at such times and under such terms as the Board shall determine.

Renewing Members:

Dues Amount:

Madi McDougald | 910-471-5087 | madi@aencnet.org

ROUNDTABLE SPONSORSHIP

] MEETING PLANNER ROUNDTABLE EDUCATION SPONSOR

LOCATIONS VARY | 3 PER YEAR | \$500

INCLUDES:

- o Five minutes at the podium to promote your business.
- o Opportunity to give out promotional item(s) to each meeting planner at the roundtable
- o Opportunity to put collateral materials out at registration desk.
- o Your organization name/logo in AENC's weekly emails and all other promotions of roundtable.
- o Website recognition as sponsor on roundtable event page

FUEL YOUNG PROFESSIONALS ROUNDTABLE EDUCATION SPONSOR

LOCATIONS VARY | 3 PER YEAR | \$500

INCLUDES:

- o Five minutes at the podium to promote your business.
- o Opportunity to give out promotional item(s) to each meeting planner at the roundtable
- o Opportunity to put collateral materials out at registration desk.
- o Your organization name/logo in AENC's weekly emails and all other promotions of roundtable.
- o Website recognition as sponsor on roundtable event page

SIX SIGNATURE EVENTS

SEASONAL CONFERENCES

These events can include roundtables, breakout sessions, helping hands sessions, speed panels, keynote presentations, workshops and more! They always include a networking social, tabletop exhibits and multiple meals with your fellow AENC friends.

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FALL CONFERENCE | SEPTEMBER 19-20, 2024 HOST SPONSOR: SHERATON CHAPEL HILL CHAPEL HILL, NC

- Exclusive Luncheon Program Keynote Sponsor \$2,500
- Exclusive Morning Sessions Sponsor \$1,500
- Opening Sponsor \$1,500
- □ Networking Social Welcome Sponsor \$1,200
- □ Thursday Session Sponsor \$1,200
- Panel Sponsor \$1,100
- Closing Sponsor \$1,000
- Government Relations Sponsorship \$1,000
- Podium Logo Sponsor \$1,000
- Badge Logo Sponsor \$1,000
- 🗌 Tabletop Exhibit \$525

SIX SIGNATURE EVENTS, CONT.

SPRING CONFERENCE | MARCH 20-21, 2025

HOST SPONSOR: EMBASSY SUITES BY HILTON RALEIGH-DURHAM/RESEARCH TRIANGLE, CARY, NC

- Exclusive Luncheon Program Keynote Sponsor \$2,500
- Exclusive Morning Sessions Sponsor \$1,500
- 🗌 Opening Sponsor \$1,500
- □ Networking Social Welcome Sponsor \$1,200
- □ Thursday Session Sponsor \$1,200
- Panel Sponsor \$1,100
- Closing Sponsor \$1,000
- Government Relations Sponsorship \$1,000
- □ Podium Logo Sponsor \$1,000
- Badge Logo Sponsor \$1,000
- 🗌 Tabletop Exhibit \$525

SEASONAL CONFERENCE SPONSORSHIP DETAILS

EXCLUSIVE HOST SPONSOR (Venue where the event is held):

- You will receive three complimentary attendees at the entire conference
- Your representatives will have sponsor badges provided by AENC
- Your Company name will appear on the AENC website, on the registration desk TV Screen, and in all
 promotions for this event
- You will have a tabletop display for promotional brochures (located at the AENC desk) at the event.
- You will have five minutes for a presentation about your company at the podium during the luncheon.
- You may decorate luncheon tables and put out brochures at the luncheon with approval from AENC.
- One complimentary eblast to AENC members (\$650 value)
- A booth at the Annual Trade Show
- AENC will pay the venue \$10 per person flat fee for each person who attends the luncheon/keynote and \$200 to go toward Networking Social F&B

EXCLUSIVE HOST SPONSOR MUST PROVIDE:

- A courtesy block of 30 rooms for Wednesday and Thursday nights (with rates available Wed-Fri)
- 6 complimentary sleeping rooms for AENC Staff, AV Team and/or Speakers for Wednesday and Thursday
 Hotel Sponsored Food and Beverage:
 - All day beverage service both days with the option for hotel to showcase food breaks
 - Continental breakfast for attendees (est. 75-100)
 - Plated lunch for attendees (est. 150) (Note: AENC pays \$10 towards this lunch)
 - Cocktail Reception (AENC pays \$200 towards reception food, all else is provided by hotel)
 - Food: Hotel may showcase any level of reception food.
 - Bar: Hotel may wish to provide drink tickets or fully host (then switch to cash)
- Complimentary meeting space for all functions including tables, chairs, linens, stage risers, lecterns, access to house sound system and electrical access for all functions.
- AENC may use their own AV company at no surcharge and complimentary connection to house sound
- Free Wi-Fi
- Complimentary vendor tables (est. 25-30), chairs and wastebasket with complimentary electricity as needed.

SIX SIGNATURE EVENTS, CONT.

SEASONAL CONFERENCE SPONSORSHIPS, CONT.

EXCLUSIVE LUNCHEON PROGRAM KEYNOTE SPONSOR

INCLUDES:

- Five minutes on the podium at lunch to promote your organization
- An aisle booth at the December Trade Show (or equivalent value)
- One tabletop exhibit during the entire conference
- Complimentary registration for 3 representatives to attend the entire conference
- One complimentary eblast to AENC members (\$650 value)
- The opportunity to put collateral materials out at each seat at lunch (you are responsible for placing the materials at the seats)
- Your representatives will have sponsor badges provided by AENC.
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$2,500

EXCLUSIVE MORNING SESSIONS SPONSOR

INCLUDES:

- Three minutes on the podium during morning seminars to promote your organization
- One tabletop exhibit during the entire conference
- Complimentary registration for 3 representatives to attend the entire conference
- One complimentary eblast to AENC members (\$650 value)
- The opportunity to put collateral materials out at each seat at morning sessions (you are responsible for placing the materials at the seats)
- Your representatives will have sponsor badges provided by AENC
- Significant publicity:
 - Signage at event
 - Your website link and logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,500

OPENING SPONSOR

INCLUDES:

- Three minutes on the podium before the opening general session to promote your organization
- One table top exhibit during the entire conference
- Complimentary registration for 3 representatives to attend the entire conference
- One complimentary eblast to AENC members (\$650 value)
- Sponsor ribbons on representative badges
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,500

SIX SIGNATURE EVENTS, CONT.

SEASONAL CONFERENCE SPONSORSHIPS, CONT.

NETWORKING SOCIAL WELCOME SPONSOR

INCLUDES:

- One tabletop exhibit during the entire conference
- Complimentary registration for 2 representatives to attend the entire conference
- 5 minutes to promote organization at beginning of Networking Social after Welcome
- Sponsor ribbons on representative badges
- Significant publicity:
 - Signage at event
 - Your website link &logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,200

THURSDAY SESSION SPONSOR

INCLUDES:

- Three minutes on the podium prior to Thursday General Session
- One tabletop exhibit during the entire conference
- Complimentary registration for two representative to attend the entire conference and special rate of \$50 for each additional representative.
- Your representatives will have sponsor badges provided by AENC.
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,200

PANEL SPONSOR

INCLUDES:

- Three minutes on the podium prior to The Speed Panel General Session
- One tabletop exhibit during the entire conference
- Complimentary registration for two representative to attend the entire conference and special rate of \$50 for each additional representative.
- One static ad or Logo on large registration desk TV Screen.
- Your representative(s) will have sponsor ribbons on badges provided by AENC.
- Significant publicity:
 - Recognition on signage and on screen during the event
 - Your website link on the AENC event webpage
 - Your organization name in AENC's weekly emails relating to event
 - Your sponsorship noted in AENC's Mobile App

PRICE: \$1,100

SIX SIGNATURE EVENTS, CONT.

SEASONAL CONFERENCE SPONSORSHIPS, CONT.

CLOSING SPONSOR

INCLUDES:

- Three minutes on the podium near the end of the conference.
- One tabletop exhibit during the entire conference
- Complimentary registration for one representative to attend the entire conference and special rate of \$50 for each additional representatives
- Sponsor ribbons on representative badges
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,000

BADGE LOGO SPONSOR

INCLUDES:

- Your logo on the name badge of every attendee in the right corner (AENC logo will be on the left)
- One tabletop exhibit during the entire conference
- Complimentary registration for one representative to attend the entire conference and special rate of \$50 for each additional representative.
- Your representatives will have sponsor badges provided by AENC.
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,000

PODIUM LOGO SPONSOR

INCLUDES:

- Signage on Podiums during education at conference. AENC will produce signage, AENC staff will attach to podiums (number of podiums will be discussed for each conference)
- One tabletop exhibit during the entire conference
- Complimentary registration for one representative to attend the entire conference and \$50 for each additional representative.
- Your representatives will have sponsor badges provided by AENC
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,000

SIX SIGNATURE EVENTS, CONT.

SEASONAL CONFERENCE SPONSORSHIPS, CONT.

GOVERNMENT RELATIONS SPONSOR

INCLUDES:

- Three minutes on the podium before the Government Session at the conference.
- One tabletop exhibit during the entire conference
- Complimentary registration for one representative to attend the entire conference and special rate of \$50 for each additional representatives
- Sponsor ribbons on representative badges
- Significant publicity:
 - Signage at event
 - Your website link & logo on the AENC event webpage
 - Your organization highlighted in AENC's Mobile App and weekly email
 - Ad or logo looped on registration desk TV screen

PRICE: \$1,000

TABLETOP EXHIBITOR (Limited Availability)

INCLUDES:

- Logo recognition on mobile app and on screen during event.
- Static Ad or Logo on our large registration desk TV Screen.
- Complimentary registration for **TWO** representatives to attend the entire conference and \$50 for each additional representative.
- Exhibitor Ribbon on the name badges of all representatives.
- NEW, YOU CAN CHOOSE:
 - One tabletop exhibit during the entire conference (choice of cocktail or 6' table)
 - NO Tabletop, instead choose to promote through one of these two options (you pick):
 - One AENC Weekly Update Friday Email Sponsorship Ad: this email goes to every member each Friday
 - One Facebook/LinkedIn Logo Post on AENC's social pages leading up to the Conference (post will include all logos who choose that option or for an additional \$100, have your own).

PRICE: \$525



SIX SIGNATURE EVENTS, CONT.



LOCATION: NATURE EXPLORATION CENTER, RALEIGH, NC

The AENC Legislative Reception is a unique opportunity to connect face to face with lawmakers and other government leaders/officials to promote your organization and the role it plays in North Carolina. Invited guests include members of the North Carolina General Assembly, Council of State, and Supreme Appellate Court Judges as well as members of the North Carolina US Congressional Delegation. Association CEOs and professional staff attend and bring their association members. Affiliate members as well as other interested individuals also participate.

🗌 Sponsorship* \$800 (10 tickets) 📋 Individual Tickets \$275

*Includes 10 clearly identified sponsor name badges; sponsors will be listed on the invitations to the legislators, on sponsor signage and in all pre-event publicity.



ANNUAL MEETING & GOLF OUTING | JULY 19-22, 2025

HOST CVB: Raleigh, NC

AENC's Annual Meeting & Golf Outing is a must attend event! Kicking off with a Captian's Choice Golf Outing on Sunday, followed with top quality education, exhibits, social events, a Silent Auction and ample time to network with peers and establish relationships with potential clients. It is held in different locations each year.

- Diamond Sponsor (limited availability) \$2,150*
- Platinum Sponsor (limited availability) \$1,650*
- 🗌 Badge Sponsor (1 available) \$1,650
- ☐ Gold Sponsor \$950*

- □ Silver Sponsor \$700*
- Bronze Sponsor \$450*
- Tabletop Exhibitor \$600*

ANNUAL MEETING SPONSORS & EXHIBITOR BENEFITS							
✓ item is included in sponsor level	\$2,150 DIAMOND (limited availability)	\$1,650 PLATINUM (limited availability)	\$1,650 BADGE (1 available)	\$950 GOLD	\$700 SILVER	\$450 BRONZE	NON-SPONSOR TABLETOP ONLY \$600 Members \$750 non-members
Annual Meeting Registration	Includes 3 Registrations	Includes 2 Registrations	Includes 2 Registrations	Includes 1 Registration; 50% off extra representatives	Includes 1 Registration; 50% off extra representatives	50% Off 1 Registration	Includes 1 Registration
Your logo on the name badge of every attendee in the right corner. (AENC logo will be on the left)			~				
Opportunity to address attendees from the podium. (Diamond=3 minutes; Platinum=2 minutes)	~	~					
One 6-foot draped & skirted table, one chair. Exhibit Monday & Tuesday (\$600 value) (Exhibits are located inside the room where the general sessions, Monday lunch, awards presentation, and breaks are held.) Electricity is \$20 additional.	4	~	¥	¥	~		*
Recognition on AENC Website (from date of payment of sponsorship/exhibit through 8/31/2024)	~	~	~	~	~	~	*
Recognition on AENC Mobile App	*	~	~	~	~	~	*
Company Name/Logo on Screen and Signage during event	~	×	~	~	~	~	
Sponsor Ribbon on Badge during event	4	~	~	~	4	~	
Exhibitor Ribbon on Badge during event							~
YOUR CHOICE (CHECK ONE): G Month Mobile App Ad Custom e-Blast to AENC Members (\$650 value)	~	~		√ Includes Mobile App Ad			
Included benefits as a Golf Outing Sponsor: • Up to 2 sponsor representatives at the "Sponsor Tee Off Party" where you will get to meet every golf team! • Boxed Lunch included for 2024 Golf Outing • Signage at the Golf Outing • Recognition at the Welcome Reception prior the Golf Trophy presentation • Your company listed on the back of the Golf Player T- Shirt gifts. • Opportunity to give out swag at the first tee.	¥	~	¥	¥	¥	¥	~

SIX SIGNATURE EVENTS, CONT.

ADDITIONAL GOLF OUTING SPONSORSHIP OPPORTUNITIES: TBD | RALEIGH, NC

Beverage Cart Sponsor (2 available, includes 1 golf cart) \$550

- Box Lunch Sponsorship (includes 1 golf cart) \$1,000
- 🗌 Welcome Bags (1 available) \$300
- ☐ Koozie Sponsor \$300

Sponsor provides:

- 500 quality Koozies with AENC logo on one side and sponsor logo on the other.
- Koozie colors can be any color but white (even all different colors). NOTE: Quality is your choice but the better quality the longer attendees will hold on to them.
- Sponsor receives:
- These logo' d koozies will be given to each attendee at the golf outing
 - Extra Koozies after the golf outing will remain with AENC staff for distribution throughout the year!

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ANNUAL TRADE SHOW | DECEMBER 11, 2024 HOST SPONSOR: RALEIGH CONVENTION CENTER, RALEIGH, NC

The AENC Trade Show brings together more than 200 vendors and more than 250 association professionals and event planners in a one-day event which includes networking, education, and exhibits. Held at the Raleigh Convention Center, it is the premier showcase in the Carolinas.



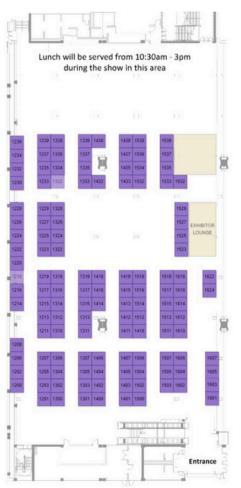
BOOTH SPACE				
	Before 10/9	By 11/13	After 11/13	
Corner	\$1,285	\$1,335	\$1,405	
Aisle	\$1,195	\$1,245	\$1,310	

Booth Preference: 1st_____ 2nd _____ 3rd _____ Sponsorships

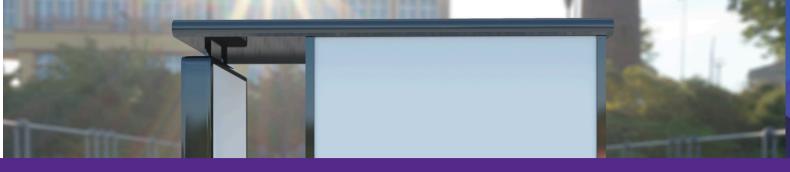
- □ Badge Logo Sponsor \$1,000
- □ Speaker Showcase/Education Sponsor \$5,000
- ☐ Facebook LIVE \$1,250
- Tote Bag Sponsor (bags provided by sponsor)
- Other

Separate contract will be sent.





Madi McDougald | 910-471-5087 | madi@aencnet.org



7 WAYS TO ADVERTISE

DIGITAL ADVERTISING

- 1. SUCCESS BY ASSOCIATION LIVE
- 2. E-BLAST
- 3. FRIDAY'S WEEKLY UPDATE EMAIL SPONSOR
- 4. FACEBOOK BOOSTED COMMERCIAL
- 5. AENC MOBILE APP
- 6. AENC WEBSITE

PRINT ADVERTISING

7. AENC RESOURCE GUIDE / MEMBERSHIP DIRECTORY

DIGITAL ADVERTISING



SUCCESS BY ASSOCIATION LIVE

AENC's Success By Association LIVE (SBA LIVE) is an educational article that is sent via email to all AENC members, many of whom are Executive Directors, Presidents and CEOs of professional and trade associations. They are also responsible for planning industry conventions, tradeshows, educational conferences and other meetings ranging in size from 10 - 1000+ attendees.

SBA LIVE is also shared on AENC's social media channels with tags to the advertiser(s). There is also a recorded version with a 'thank you' to the advertiser.

Advertising in Success By Association LIVE allows you to reach the association decision makers in North Carolina with purchasing power.

RATES:

# OF PLACEMENTS	EXCLUSIVE FULL PAGE	SHARED / HALF PAGE
1	\$1,200	\$600
3	🗌 \$1,000 EACH	🗌 \$525 EACH
6	🗍 \$900 EACH	🗌 \$475 EACH
10	S700 EACH	S400 EACH



AD STARTS ABOVE THE SCROLL LINE:

Full Page Ad Dimensions: 630px wide x 920px h, 72 dpi Half Page Ad Dimensions: 300px wide x 920px h, 72 dpI

SCHEDULE:

First and Third Wednesdays of each month.

Total:

7 WAYS TO ADVERTISE

DIGITAL ADVERTISING, CONT



] E-BLAST

Email to all of AENC members | \$650 You design, we send or we can create it for you (with your design ideas). Design fees will apply if AENC creates the email.



FRIDAY'S WEEKLY UPDATE EMAIL SPONSOR

Your logo or small ad placed under AENC Weekly Update Title | \$125 or \$100 for 3 or more 50 available (AENC skips 2 weeks at Christmas & New Year's)

	Association Executives	Update	
Friday, <date></date>			
CONTINUING EDUCATION UNIT (CEU) IN THIS EMAIL: WEEKLY SNAPSHOT			
REGISTER NOW		REMINDERS	

4

MEMBER PAID FACEBOOK & LINKEDIN COMMERCIAL/POST

Boost your message on AENC's Facebook & LinkedIn | \$400

You send AENC your video message, commercial or photo/graphic (which can include some verbiage to go in the post) then we will post to the AENC Facebook Page (adding the Facebook boost to the post so it reaches an even larger audience!) We will also share this post to our AENC LinkedIn Page. Both posts will include subject line: "AENC Member Paid Post"

STAY VISIBLE PACKAGE \$2,200 (save \$700, limited availability)

Two Eblasts to membership (value \$1,300) One Exclusive Success by Association LIVE ad (value \$1,200) Choice of Social Media Boosted Commercial/Post (\$400) or 3 Weekly Update Email Sponsors (\$300)



7 WAYS TO ADVERTISE

DIGITAL ADVERTISING, CONT



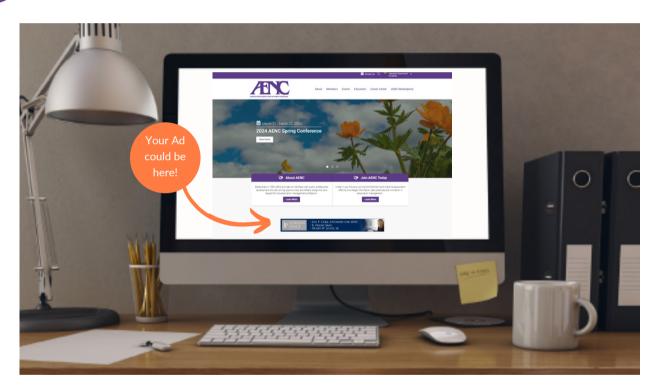
AENC MOBILE APP

PLACEMENT	DURATION		PRICE
Top Banner Rotating (1st Spot)		12 months	\$1,800
Top Barmer Rotating (1st Spot)		6 months	\$900
Top Banner Rotating (2nd - 8th Spots)		12 months	\$1,500
Top Banner Kotating (Zhu - oth Spots)		6 months	\$750



AENC WEBSITE

Contact Madi directly for information on how to advertise on AENCnet.org



PRINT ADVERTISING



AENC RESOURCE GUIDE/MEMBERSHIP DIRECTORY

A key member resource including a membership directory and comprehensive listing of services. Also distributed to the media, members of the General Assembly and other elected officials as a reference source for issues addressed by AENC association members. Print and online versions available. *Contact Madi directly for information on how to advertise in this valuable member resource.*

Please complete payment information on the last page.

Total:



AENC PRESIDENT'S CLUB

If your Grand Total is over \$10,000 you can become a member of the President's Club, which includes:

- AENCnet.org homepage logo recognition
- President's Club recognition at 4 AENC Events: Seasonal Conferences, Annual Meeting & Golf Outing and Trade Show
- President's Club recognition in the AENC Weekly Update Friday Email that is sent to all members and Ix a month to non-members in our database.
- Invitation for two people from your organization to network with the AENC Board at all Raleigh AENC Board Meetings (2-3 opportunities)

Thanks to our current President's Club Members; it's not to late to join them!



AENC staff will be on the lookout throughout the year to provide additional "thank you perks" to our President's Club Sponsors, as an extra thank you!

PAYMENT

GRAND TOTAL (FROM PAGES 2-10):

TOTA	L ALRE	DAID

TOTAL TO BE COLLECTED:

Name				
Company Name				
Title				
Address				
City				
Phone ()	Fax (_)		
Email	_Website			
Email for receipt or invoice (if different from above) _				
PAYMENT OPTIONS				
Invoices				
Name	Title			
Company	Email			
Pay by Credit Card				
Name on card				
Credit card number	_Expiration date_	Security code		
Credit card billing address (if different from above)				
Address				
City				
Email for receipt (if different from above)				
Schedule up to four payments (Contact Madi McDouglad to arrange payments.)				
Sponsor signature		Date		
AENC signature		Date		
I agree to all the terms of the rate sheet and this contract as applicable for my company.				
Payment Authorization Signature		Date		
To all members, thank you for your sup Rich, Mad	port of AENC! li and Julie	You make it all possible!		
		T i i		

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