

# Membership Application

Join Michigan's largest, most influential organization focused solely on small business.

SBAM knows small business. We understand and appreciate the many challenges you face daily. That's why we have membership options that are uniquely suited to your business needs.

From insurance and advocacy to networking and human resources, SBAM serves as the premier association for more than 28,000 Michigan small businesses. No one knows small business like we do. Join us today!



## **Elite Annual: \$749**

SBAM has designed an Elite Membership level for the business owner looking for comprehensive solutions with special exclusive opportunities. SBAM's Elite Membership is our most inclusive and exclusive level of membership. How? It includes access to all benefits SBAM provides, as well as exclusive perks and invitations reserved just for Elite members.



## **VIP (Best Value) Annual: \$399**

VIP membership is for engaged small business owners who want access to the association's multitude of services. Get all the benefits of Basic and Premium memberships, plus legal and concierge services, advertorial package, complimentary Crain's Detroit Business or MiBiz printed subscription, Capitol Day, and a complimentary ticket and VIP treatment to SBAM's Annual Meeting.

- Discounted advertising rates
- SBAM concierge service
- Free workplace posters
- SBAM Capitol Day
- Complimentary Crain's Detroit Business or MiBiz printed subscription
- Free ticket and red carpet treatment to SBAM Annual Meeting
- Free advertorial package



## **Premium Annual: \$249**

Premium membership gives you all the benefits of Basic membership plus so much more, including access to human resources services, tuition discounts, IT management services, legal assistance, compliance consultation and business news.

- ERISA compliance consulting services
- Free HR and legal information
- Discounted Crain's Detroit Business subscription
- Davenport tuition discounts
- Discounted workplace posters.
- Discounted employee handbooks and employment background checks
- IT management services
- Discounted workplace posters
- Training Tools through Dale Carnegie



## **Basic Annual: \$129**

Basic membership is an introduction to SBAM's many great services. Enjoy news updates, networking and an array of competitively priced services as you get to know us better.

- Blue Cross and BCN health, dental and vision
- Dearborn Group® life & disability
- Discounted Premium Only Plan, FSA, HRA and HSA administration
- COBRA administration starting at \$35 per month
- Free Summary Plan Descriptions\*
- Consolidated billing and enrollment services\*
- Discounted Accident Fund workers' compensation rates and dividend program
- Office supplies discounts
- FedEx discounts
- Discounted Credit Card processing
- Discounted Payroll & HR solutions
- Collection Services
- National Small Business Association complimentary membership
- SBAM meeting room space discounts
- FOCUS Magazine
- B2B Member Connect
- SBAM online member directory listing
- Small Business Weekly e-newsletter
- Watchdog Advocacy e-newsletter
- Educational Webinars
- Entrepreneurial Podcasts
- SBAM Decision Point (ACA Informational Tool)
- Eye on Lansing videos

\* If enrolled in SBAM-sponsored Blue Cross and/or BCN plan

# Membership Application

Contact \_\_\_\_\_ Title \_\_\_\_\_

Business Name \_\_\_\_\_ Business Owner Name \_\_\_\_\_

Business Location (Street Address) \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Mailing Address (P.O. Box) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Number of Employees \_\_\_\_\_ Part Time \_\_\_\_\_ Full Time \_\_\_\_\_ NAICS Code \_\_\_\_\_ Month & Year Organized \_\_\_\_\_ Annual Gross Sale \$ \_\_\_\_\_

Description of Business Activity \_\_\_\_\_

☐ Home-based ☐ Minority-Owned ☐ Woman-owned

Member Signature \_\_\_\_\_ SBAM Sales Representative \_\_\_\_\_

## Membership Level and Payment Method

**Elite** ☐ \$749 Annually ☐ \$75 Monthly\*

**VIP** ☐ \$399 Annually ☐ \$39 Monthly\*

**Premium** ☐ \$249 Annually ☐ \$25 Monthly\*

**Basic** ☐ \$129 Annually ☐ \$13 Monthly\*

☐ Yes! I would like to subscribe to Crain's Detroit Business\* at the reduced annual rate of \$20.

\*Crain's is complimentary for VIP and Elite Members.

\*Monthly payments are by credit card only, for a term of 12 months. Balance is due if you choose to cancel prior to 12 months.

Annual: ☐ Check Enclosed or ☐ Credit Card Payment

Monthly: ☐ Credit Card Only

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

The products and services listed may have specific eligibility requirements that are not guaranteed with SBAM membership. Dues are non-refundable and may be deducted as a business expense, but not as a charitable contribution for federal tax purposes. 65% of membership dues are deductible for federal income tax purposes. SBAM utilizes mail and e-mail to notify members of new and improved services, legislative updates, news and upcoming events. Completion of this application gives SBAM your approval to contact you using these various methods of communication.

☐ Yes! I'm working with a health insurance agent.

Agent Name: \_\_\_\_\_ Agency Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Agent Signature: \_\_\_\_\_



# Additional Information

Please indicate the SBAM insurance-related programs you are enrolling in (check all that apply):

- |   |   |
|---|---|
| <input type="checkbox"/> BCBSM / BCN Small Group Plans            | <input type="checkbox"/> Dearborn Group Life and Disability |
| <input type="checkbox"/> Summary Plan Description                 | <input type="checkbox"/> COBRA Administration               |
| <input type="checkbox"/> Premium-Only Plan, FSA, HSA or HRA       | <input type="checkbox"/> Workers' Compensation              |
| <input type="checkbox"/> ERISA and ACA Compliance Consulting      |   |
| <input type="checkbox"/> Accident and Hospital Recovery Insurance |   |

**\*Please note: If your company is enrolling in Blue Cross, BCN and/or Dearborn Group, you will incur a monthly \$7.50 program access fee.**

If you're enrolling in an SBAM-sponsored small group health plan, please indicate the Managing Agent:

- ☐ Action Benefits Company
- ☐ TGG Solutions

Please indicate the type of Blue Cross and/or BCN small group plan sponsorship:

- ☐ New Business
- ☐ Rollover (please include a copy of the rollover letter requesting the sponsorship change)

Member Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Thank you for joining the Small Business Association of Michigan! Upon processing of your application, additional benefit information will be provided. In the meantime, visit [sbam.org](http://sbam.org) or call us at (800) 362-5461.

Please submit complete application to Cher Esch, Membership Coordinator  
Email: [cher.esch@sbam.org](mailto:cher.esch@sbam.org)  
Mail: 120 N. Washington Square, Suite 1000, Lansing, MI 48933