

# 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 **\$769 Annually or \$77 Monthly**

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) **\$429 Annually or \$43 Monthly**

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 **\$269 Annually or \$27 Monthly**

Premium membership gives you all the benefits of Basic membership plus so much more, including access to human resources services, tuition discounts, cyber security 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 employee handbooks and employment background checks
- Discounted workplace posters
- Discounted education and training courses



## Basic **\$139 Annual or \$14 Monthly**

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 Life Insurance Company life and 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
- Cyber Liability Insurance
- Discounted cybersecurity solutions
- 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**  \$769 Annually  \$77 Monthly\*

**VIP**  \$429 Annually  \$43 Monthly\*

**Premium**  \$269 Annually  \$27 Monthly\*

**Basic**  \$139 Annually  \$14 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 included on your Harmonyn consolidated insurance premium invoice. Balance is due if you choose to cancel prior to 12 months.

Annually:  Check Enclosed or  Credit Card Payment

Monthly:  Included on your SBAM Consolidated Insurance Premium Invoice

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"/> Health, Dental or Vision *           | <input type="checkbox"/> Life and Disability *  |
| <input type="checkbox"/> Premium-Only Plan, FSA, HSA or HRA * | <input type="checkbox"/> COBRA Administration * |
| <input type="checkbox"/> Accident and Hospital Recovery       | <input type="checkbox"/> Workers' Compensation  |

\*Please note: If your company is enrolling in an SBAM-sponsored insurance product, you will incur a monthly \$7.50 program access fee. This fee helps to fund the cost of building and managing the products and services offered, the expertise required to get you the answers you need to both routine and complicated issues, and to help keep your plan compliant with state and federal rules and regulations. You also have access to our exclusive member care team at SBAM to help with any employee benefit questions.

Contact us at 1-877-949-7226 or [membercare@sbam.org](mailto:membercare@sbam.org) today and provide your email address to receive your monthly invoices via email. You can also submit an ACH form to sign up for monthly electronic premium payments to ensure swift, accurate processing. You can also submit a ticket through the new SBAM Freshdesk customer service portal [sbam.org/freshdesk](https://sbam.org/freshdesk) for fast, efficient tracking of your billing or enrollment questions.

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](https://sbam.org) or call us at (800) 362-5461.

Please submit complete application to Cher Esch, Membership Coordinator  
Fax: (517) 853-5787  
Email: [cher.esch@sbam.org](mailto:cher.esch@sbam.org)  
Mail: 101 S. Washington Square, Suite 900, Lansing, MI 48933