



## NJMP Drivers Club Membership Referral Program

**Purpose:** To reward individual Drivers Club Members with annual dues credits for referral of new NJMP Drivers Club memberships.

**Procedure:** Drivers Club Member will receive a 4% credit based on actual initiation fee paid by new member to be credited to their annual dues account (see below). The reward will be paid as a result of the Drivers Club Member submitting the on-line Drivers Club membership lead referral form. The form will be located on the NJMP website Drivers Club main page on right side and it will be titled “Members Only Lead Referral Form.” Please complete the required fields plus any additional known information and “Submit.”

- 1- If a submitted lead referral purchases a Drivers Club membership within 120 days of dated inquiry form, NJMP will credit the annual dues account of the referring Drivers Club Member.
- 2- This annual dues credit can be rolled into the referring Member’s following year’s dues if credited Member dues are fully current. Credit is not available to refund prior payments to December 31, 2014 and not available for other charges including black top fees, hospitality or other services.

**Plan Structure Examples:** Credit will be calculated at 4% of new member initiation fee paid.

<b>Membership Description</b>	<b>Initiation Fee</b>	<b>Credit</b>
<b>Family</b>	<b>\$15,000</b>	<b>\$600</b>
<b>Corporate</b>	<b>\$35,000</b>	<b>\$1,400</b>
<b>Group</b>	<b>\$27,000</b>	<b>\$1,080</b>
<b>Senior</b>	<b>\$8,000</b>	<b>\$320</b>
<b>Junior</b>	<b>\$5,000</b>	<b>\$200</b>
<b>Transitional</b>	<b>\$5,000</b>	<b>\$200</b>

### Program Guidelines:

- 1) New membership must close within 120 days from on-line lead referral date
- 2) New member lead must not already be in our prospective member inquiry CRM
- 3) New member prospect must not have participated in a Member Day in past 2 years
- 4) Members may submit as many prospective members as desired
- 5) Submitting Member may choose to be named or remain anonymous in referral communication process
- 6) Prospective member name may only be submitted by Member on-line, not by NJMP staff
- 7) Referral Program begins January 1, 2015 and no credits will be paid for prior referrals
- 8) In case of duplicate referrals , credit will be provided to the first referring member