



VIRGINIA MOTORCOACH ASSOCIATION
106 Main Street, Brookneal, VA 24528
434-376-1150 FAX 434-376-1156

APPLICATION FOR ASSOCIATE MEMBERSHIP

Please complete information in type or print. Forward the application along with a check in the amount of \$200 made payable to VMA or complete the credit card payment information below. Mail to the above address.

As a supplier and/or vendor to the motorcoach industry, we/I hereby apply for active Associate Membership in the Virginia Motorcoach Association. By signature I certify that I am engaged in a business which supplies products or services of interest to operator members of VMA and that I do not own a motorcoach.

Company Name: _____

Physical Address: _____

Mailing Address: _____

800#: _____ **FAX:** _____ **Email:** _____

Web: _____ **Date business was started:** _____

Description: (20 words or less) _____

Category for Directory Listing: (Check the category that best describes your business and write cross reference (CR) next to any other category that describes your business.)

- Attraction** **Hotel** **Restaurant** **Sales, Service, Products**
 Theatre **Tour Receptive** **Tourism Agency**

The **key representative** will be published in the directory, on the website, and receive communications by mail or email from the Association. Additional contacts may be added to receive association communication with the option of being published in the directory and on the website, as selected below.

Key Representative:
Name: _____
Title: _____
Email: _____
Phone: _____ Ext: _____

Additional Contact:
Name: _____
Title: _____
Email: _____
Phone: _____ Ext: _____

Publish (Y/N) _____ **Communications (Y/N)** _____

Annual Membership Fee: \$200

Additional listings (for other locations, etc.) may be included in the directory at a cost of \$50 per listing.

Information for Payment by Credit Card

Type: Visa _____ Master Card _____ American Express _____ Discover _____ Amount: \$200

Card Number: _____ Expiration Date: _____ Security Code: _____

Credit Card Billing Address: _____

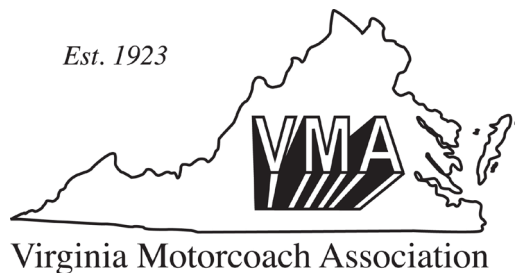
Name on Card: _____ Signature: _____ Date: _____

(Applicant Representative)

VMA FEDERAL I.D. NUMBER: 54-1147461

Note: 50% of your membership dues may be used as a tax deduction.

Recruited by: _____



Virginia Motorcoach Association

106 Main Street, Brookneal, VA 24528

434-376-1150 FAX 434-376-1156

www.vamotorcoach.com

MEMBERSHIP BENEFITS

Experience

VMA membership brings you closer to building good business relationships with some of the industry's most experienced motorcoach travel and tourism people.

Professional Ethics

Every member should aspire to the highest professional standards in the industry treating customers and other members with honesty, integrity, and accuracy; and conduct business in such a manner as to promote the industry; and maintain current status for all license, permits, and operating authority required by federal, state, and local government agencies applicable to the industry. Members have the right to display the VMA logo on company business forms, communications, and advertisements.

Quarterly Newsletter

Operator members and associate (vendor) members stay current with VMA's quarterly newsletter featuring the latest regulatory news, briefs on important legislative developments, coach industry news, and informative travel and tourism information. Associate members are eligible to advertise in newsletters.

Annual Membership Directory

This detailed, VMA membership directory is a tour/charter/equipment/service resource that includes operator members and members representing all aspects of the travel and tourism industry. The directory is an excellent resource for valuable contacts in the motorcoach industry. Associate members are eligible to advertise in the VMA annual membership directory.

Website Link

Every VMA member has a web link on the VMA website. This creates easy access for communication among members and the public.

Annual Meeting and Market Place

A great opportunity in the motorcoach group travel industry, the Annual Convention brings operator buyers and travel industry sellers from all over the United States together for one-on-one tour planning. The multi-day event also features business training and professional development seminars.

Other State Associations

VMA maintains a relationship with other state motorcoach associations and tourism entities through meetings and regular communications to stay up-to-date on issues affecting members.

Professional Association Management Team

VMA's professional association management team has over fifty years of combined experience in the motorcoach industry. The management team has built a strong relationship with both United Motorcoach Association and American Bus Association over the past fifteen years to create an extension of the team to assist you in your business growth based on industry research, up-to-date communications, and reports of congressional activity and federal motor carrier regulations.

Networking to build business relationships

VMA provides members the opportunity for networking with other operators and coach specific providers at annual operator meetings, and at the Annual Convention operators have the opportunity to network with fellow operator members and associate members representing attractions, hotels, theaters, destinations, restaurants, coach specific vendors, as well as tour operators and tour receptives.

Creating unity for common goals

VMA's Board of Directors and staff believe there is strength in numbers. A task one member may find difficult to address alone, all members working together through the Association may accomplish. Whether the issue is local, state or federal in nature, there is strength in one voice speaking for many.

Promoting cooperation among operators and associates

VMA promotes the idea of members working with members, which is one of the greatest benefits of association membership. The industry is all about relationships and VMA provides several forums for networking to build relationships, which promotes cooperation among its members.

Advocating legislation that positively impacts the motorcoach industry

VMA's Board of Directors promote legislation to enhance the motorcoach industry in Virginia. VMA sponsors an annual legislative event at the Capitol to promote its state legislative issues. VMA also invites key personnel from American Bus Association and United Motorcoach Association to Annual Conventions and operator meetings to keep members abreast of national legislation that affects the motorcoach industry. VMA routinely communicates information throughout the year to its members to keep them informed of legislative action needed, such as writing letters to state legislators or Congressmen to support or oppose legislation that impacts the motorcoach industry.