

## BCCJ Member Get Member Scheme Guidelines

The BCCJ Member Gets Member (MGM) scheme provides an incentive for existing BCCJ members to introduce new members to the Chamber. The intention is to harness the goodwill and networks of all BCCJ members to increase the number and type of prospective new members via whom we can bolster our organisational influence.



The Chamber is in good health and offers high quality events and services to its members. Adding new members, particularly when recommended by existing members, will create a wider network and increased participation in events, thereby strengthening the Chamber and creating more benefit for all members.

The following guidelines will regulate the operation of the MGM scheme, by the BCCJ office team.

Final authority on all matters in relation to the scheme rests with the BCCJ Executive Committee.

### Guidelines

1. If an existing member introduces a new member, the existing member receives 50% of the annual membership fee of the new member as an incentive.
2. The incentive takes the form of a credit against the member's future membership fees or event booking fees (e.g. British Business Awards).
3. Credits will be granted to the member as a corporate body, not an individual representative of such corporate body.
4. There is no limit on the number of new members that an existing member can introduce, nor on the credit thereby received.
5. In order to qualify for credit under the scheme, the new member must register the introduction of the existing member with the BCCJ office during the application process (and before the new membership application is completed).
6. Where a new member joins mid-year (and pays a pro-rated membership fee for the first year), the credit will be calculated on the basis of the new member's full annual membership fee.
7. The MGM scheme does not apply to membership upgrades.
8. All situations not adequately covered by these guidelines will be considered and decided upon by the BCCJ office team and where appropriate, the BCCJ executive committee on a case-by-case basis.