



THE Australian Institute OF Sales, Marketing & Management



Membership Information

THE AUSTRALIAN INSTITUTE OF SALES, MARKETING & MANAGEMENT is proud to be recognised as the premier organisation of its type in Australia within our field.

The aims and objectives of the Institute are to raise the standards and levels of proficiency of both individuals and companies within what are accepted as the primary and most important disciplines in business... sales, marketing and management.

The AISMM continues to establish itself as the leader and most innovative of its type, with membership comprising professionals from every level and industry sector; Company Directors, Managers and Executives, through to Marketing Specialists, Engineers, Trainers, Consultants and Students, all work with the Institute with one common goal – people and company growth.

Australian Advance and be recognised Institute

Why Join?

The benefits of membership

■ Membership Certificate

Illustrates both your status as a member, and your commitment to your career development

■ Recognition and Personal Qualifications

Proudly display the letters AISMM after your name on all business cards and stationery.

■ Free Seminars

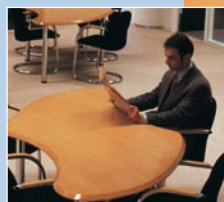
Free admission for yourself and a limited number of guests, to all local and regional AISMM workshops, seminars and information evenings.

■ Free Quarterly E-Zine

Delivered direct to your door, an opportunity to discover new ideas, gain knowledge or gather information and tips on current and future trends. Stay in touch with the exciting world of sales, marketing and management.



AISMM Headquarters – Lindfield, Sydney



Professional Qualifications



As an awarding body, the Australian Institute of Sales, Marketing & Management can provide you with the qualifications needed in today's fast moving and competitive environment.

As well as personal satisfaction, qualifications are often the yardstick by which others measure us, so the comfort of knowing that peers or potential employers can see tangible evidence of success gives documented support to our members.

AISMM courses can be provided in-house, through distance learning or approved and accredited individuals or centres.

A considerable range of courses are available, from elementary to in-depth. Sales, Marketing and Management courses can also be tailored to suit specific needs or requirements. Details on request. Yet again many of these courses are tax deductible.

Who can join?

Membership of the AISMM is open to anyone who has proven experience in a sales, marketing or management role including:

- Sales & marketing directors
- Sales & marketing managers
- Account managers
- Sales executives
- Marketing executives
- Sales consultants
- Sales representatives
- Sales engineers
- Sales trainers
- Sales agents
- Sales support staff
- Telesales personnel
- Customer service staff
- Business owners
- Retail managers
- HR management
- Retail sales
- General managers
- Corporate executives
- Students
- Distributors

Individual membership of the AISMM represents excellent value for money at around one dollar a day. Furthermore, **it is tax deductible for Australian tax payers**. To apply for membership, complete and return the enclosed application form.



Who can join?

To apply for membership, complete and return the enclosed application form by post or fax. Membership of the AISMM represents excellent value for money at around one dollar a day. Apply via our website or email, or in some instances it may be possible to apply by telephone. Furthermore, it is tax deductible for Australian tax payers.

Membership levels are Student: Affiliate: Associate: Member: Fellow and Companion. Criteria for grade acceptance should accompany your application form, or please phone for details.

Corporate membership is also available for small businesses through to large companies. Pricing based on employee numbers. Details can be provided upon request.



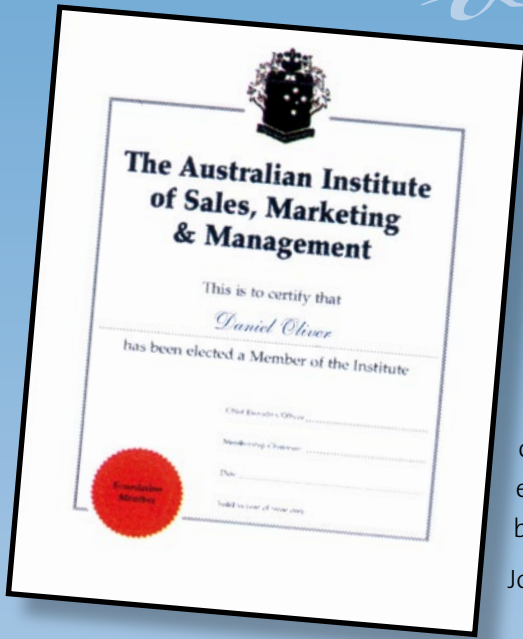
PO Box 656

Willoughby NSW 2068

Email: admin@smm.com.au

Web: www.smm.com.au

Reinforce your professional status... of Sales



Advance and be Recognised

Your membership certificate illustrates your commitment to your chosen profession and along with the awarded designatory letters, identifies you to fellow professionals within this industry and others.

Membership grades are conferred to persons who can show a history of commitment and/or excellence, based upon a combination of both experience and tertiary qualifications, and who operate within the boundaries of ethics and high standards.

Joining the AISMM will provide you with the recognition you deserve.

Seminars, Workshops and Information Evenings

You, and your guests, are invited free of charge to attend any of the workshops, seminars and information evenings held in your local area, across Australia.

These events, conducted in the early evening on weeknights, provide not only an opportunity to hear from leading authorities, to learn new skills and to discuss new topics, but the ability to network with like-minded fellow professionals.

Expanding your skill levels and business circles will not only maximise your potential, it will expand your income.



Free Quarterly E-Zine

Supplied free of charge to all members, the Institute's e-zine carries articles and information on Sales, Marketing & Management issues from many of the world's most prestigious figures.

It also features:

- Hints, tips, advice and suggestions across a broad spectrum of disciplines,
- Specialist recruitment and job placement opportunities for employers and members, and
- Exclusive membership offers.

Keeping you abreast of changes and providing examples of tomorrow's techniques that can be used today.

The Institute's e-zine is a major benefit of membership!