

## **Business Membership Additional FAQs**

updated 09/13/2018

### **Q: Can you tell me more about how annual recurring billing works?**

A: Sure! The annual recurring billing option is ideal for business members who know they want to maintain long-term membership with the Association. All they have to do today is submit the business membership form (or renewal form) along with credit card authorization. Once that is entered into our bookkeeping system, they no longer have to be concerned about manually renewing membership each year saving them time. The authorization form grants the Association permission to renew for them by charging their credit card in the amount indicated on the business membership form or credit card authorization form. We charge within thirty (30) days prior to the expiration date.

### **Q: If my business / company enrolls in annual recurring billing, will we receive notifications that our account will soon be charged.**

A: Yes. We first send a notification that your card information is entered into our bookkeeping system, and we will notify you at least thirty (30) days prior to your expiration date that the automatic charge will take place.

### **Q: How does our company / business save money each year from annual recurring billing?**

A: Business members who enroll in annual recurring billing receive a 10% discount on membership each year. That means if a business / company gets a Business Partner tier membership and enrolls in annual recurring billing, they pay \$450 today instead of \$500. They also pay \$450 next year and each year thereafter as long as they are enrolled. That is \$50 saved each year which adds up in the long-run!

### **Q: It seems that Corporate Leader members are the only ones who receive notice to sponsor Association events held throughout the year. Are these opportunities also available to Business Partner members?**

A: Yes, but only if no Corporate Leader members accept the opportunity. We will offer the opportunity to Corporate Leaders first then Business Partners if no Corporate Leaders confirm within the specified time frame.



## Business Membership Additional FAQs (cont.)

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**Q: It seems that annual recurring billing is only available for credit card payments. Is it available for bank account draft?**

A: No. This option is only for credit card payments.

**Q: Our company is currently a Business Partner, but we would like to upgrade to the Corporate Leader tier. How do we do that?**

A: At the bottom of the Business Membership page, click Upgrading Members. Select your company to populate your company's information. From here you may update the information that appears if necessary. Towards the bottom where the payment information appears, your original membership date, today's date, and the resulting prorated dues appears. Although the difference between the Business Partner and Corporate Leader tiers is \$1,000, we are prorating that amount to keep your membership anniversary on the same date. As you approach your membership anniversary, then you will pay the full amount for the Corporate Leader tier for the following year.

For example, Charters "R" Us joined the Association as a Business Partner on January 1, 2010 meaning their membership will expire January 1, 2011. In October of that year, they decided to upgrade to the Corporate Leader tier. Because Charters "R" Us had not completed its membership year yet, they paid \$250 for the upgrade during that membership year for the remaining 3 months. Then they paid another \$1,500 before their expiration date, January 1, 2011 to extend their membership to January 1, 2012.

The pro-rated membership upgrade formula is as follows:

$$\text{Prorated Dues} = \left[ (\text{expiration date} - \text{today's date}) * \left( \frac{\$1,000}{365} \right) \right] * \text{Discount Ratio}$$



The number of days of membership remaining is found by subtracting today's date from the company's expiration date. \$1,000 is the cost of upgrading from Business Partner to Corporate Leader. It is divided by the number of days in the year to get the daily pro-rata membership rate. The discount ratio depends on whether your company chooses to enroll in annual recurring billing in which case there is a 10% discount per year.



## Business Membership Additional FAQs (cont.)

updated 09/13/2018

**Q: What do we do if we, as an Association Business Partner would like to both upgrade to the Corporate Leader tier and renew our membership during our current membership year?**

A: There are two steps:

- (1) Complete the Business Membership Upgrade form.** As mentioned in the previous question, you will pay a prorated amount to upgrade to the Corporate Leader tier from today to your expiration date.
- (2) Complete the Business Membership Renewal form.** Now that you have upgraded, select the Corporate Leader tier on the renewal form to extend your Corporate Leader tier membership to the standard expiration date.

For example, today is September 1, 2018, and Charters 'R Us, a Business Partner, wishes to upgrade its membership to Corporate Leader today as well as align itself with the standard expiration date of November 1, 2019. Their current membership year lasts from January 1, 2018 to January 1, 2019.

- (1) Charters 'R Us completes the Business Membership Upgrade form and pays the prorated amount of \$334.25 to gain Corporate Leader membership from September 1, 2018 to January 1, 2019.

$$\$334.25 = \left[ (122 \text{ remaining membership days}) * \left( \frac{\$1,000}{365} \right) \right]$$

- (2) Then the company proceeds to complete the Business Membership Renewal form and pays the prorated amount of \$1,249.32 to extend its Corporate Leader membership from January 1, 2019 to November 1, 2019.

$$\$1,249.32 = \left[ (304 \text{ membership days}) * \left( \frac{\$1,500}{365} \right) \right]$$

If Charters 'R Us opts for annual recurring billing on both forms, they get 10% off each of these amounts today, (\$300.82 on the upgrade form and \$1,124.38 on the renewal form) which still extends membership to Nov. 1, 2019. Within 30 days from that new expiration date, we will automatically charge \$1,350.00, the regular discounted amount for a full year of Corporate Leader membership that would last until Nov. 1, 2020. This schedule would recur thereafter until Charters 'R Us cancels.

## **Business Membership Additional FAQs (cont.)**

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### **Q: Why is November 1 now set as the standard deadline / expiration date?**

A: We are aligning our school members to this date since it is approximately when the state Department of Instruction (NCDPI) releases its enrollment report for the new school year (on which school membership dues are based). As a result, we are also encouraging business members to align to this date to eventually have most—if not all—Association members joining and renewing by one standard expiration date, especially as the number of school and business members continues to grow.

We hope you choose to join our Association or renew your membership with us! If you have further questions, you may contact [josh@ncpubliccharters.org](mailto:josh@ncpubliccharters.org).

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