



## ROCKY MOUNTAIN

CHAPTER

### **INDUSTRY PARTNERS POLICY**

The investment an Industry Partner makes in the Rocky Mountain Tooling & Machining Association provides opportunities for mutually beneficial enterprise building and collaboration. Our Industry Partners share our vision and mission to support precision custom manufacturing in Colorado.

Becoming one of our Industry Partners is open to any individual or entity who is interested in supporting our membership and the local precision manufacturing industry and does not qualify for Regular Membership (machine shops) per the bylaws.

Our Industry Partners partner with RMTMA in this unique forum where precision custom manufacturing business owners work together to exchange ideas, solve problems, build enterprise, and influence the way business and government operates now and in the future. Our partners work with us in these efforts by providing support necessary for our members to grow and scale a successful business.

As an Industry Partner, annual dues support the mission of the RMTMA, including but not limited to advocacy, advice, education, networking, information, programs and services.

The RMTMA relies on the continuous support and participation of its Industry Partners. Because of this close relationship shared between our Industry Partners and RMTMA, we have limited our Industry Partners to 3 partners in each category. RMTMA has the discretion to deny any membership and shall immediately refund their membership dues.

Additional advertising and sponsorship opportunities shall be available during the year. These opportunities will be made available to Industry Partners on a “first-come, first-served” basis. Any additional advertising or sponsorships costs shall be in addition to the Annual Industry Partnership dues.

#### **CODE OF CONDUCT CLAUSE FOR RMTMA INDUSTRY PARTNERS:**

Industry Partners may exchange contact information upon invitation while attending RMTMA meetings and events.

Industry Partners must refrain from uninvited promotion of their products and/or services while attending meetings and events and also respect the wishes of members who don't wish to receive mail, emails, or other communications from them. Industry Partners must adhere to members who opt-out of these communication. Those soliciting in a manner that is overly sales-like, inappropriate, or unwelcomed, will be asked to resign their membership, without refund, from the association.

## **EXPECTATIONS**

For the mutual benefit of our Industry Partners and RMTMA, we must maintain a relationship-based community:

- **We encourage and promote a relationship-based sales approach and activities that are never “salesy” or unwanted.** We do not tolerate spam-like activities. Expect to spend time at our networking events, building, and maintaining relationships.
- **Opportunities for sharing knowledge and expertise to our membership** that is educational and beneficial to our members. If you would like to speak to our group, please email [ChapterExec@RMTMA.org](mailto:ChapterExec@RMTMA.org). Please note that we do not accept presentations that are “salesy”. Presentations must be educational and provide real value to our members.
- **We encourage a two-way street -- a partnership.** With this partnership, our Industry Partners have access to our membership to build their businesses. We ask the same of you. Please introduce RMTMA to your machine shop clients who would benefit from our regular membership. Invite your clients who are not members to RMTMA events. Feel free to utilize our networking events as an “additional touch” in your sales process with prospects to further strengthen your relationship.