



932 South Spring Street
Springfield, IL 62704-2725

Illinois Movers' and Warehousemen's Association

TEN GOOD REASONS TO BE A MEMBER *of your state mover's association*

1. **Assistance with regulatory matters.** Whether it's a state or federal issue, there are specific requirements for your moving license, tariffs, vehicle registration, tax issues, consumer complaints, corporation filings, etc. Your state moving association can help you work through the maze of government bureaucracy.
2. **Lobbying.** Your state moving association watches proposed legislation and regulatory changes that will affect your business. In today's world, somebody must be looking out for your interests!
3. **Education.** Your state moving association provides conventions, seminars, workshops, and other training opportunities, plus customized reference manuals and training tools for use within your company. New technology is providing even more opportunities in a cost-effective format for all.
4. **Public Relations and Marketing Assistance.** Your state moving association can provide brochures and other marketing materials for your sales kits. Your use of the association name and logo in your advertising and sales material sends a good message to your customers that your company is professional and is proud of high standards. In today's marketplace, this helps distinguish your company from the fly-by-nights. Your membership adds to your credibility with your customers.
5. **Customer Referral.** Today more than ever, prospective customers call state moving associations to check references and complaint histories. Your association's website educates your customers so they make can smarter choices about their move.
6. **Group Purchasing Power.** Your state moving association offers group purchase programs for such items as household goods forms and brochures, tariff publication, insurance programs, drug testing consortiums, etc.
7. **Networking Opportunities.** Communicating with people in the same business as you provides the opportunity to exchange ideas, learn better methods and skills, and commiserate with those who understand the business. If you need a contact in a distant area, your fellow association members are the logical resource. Our social events provide opportunities to meet your peers and develop helpful relationships.
8. **Leadership Opportunities.** Participation on your state moving association's committees and board of directors provides good experience and professional growth that will help improve your company. As an active participant in the affairs of your state moving association, you and your employees frequently will be among the first to know about new regulations and requirements for movers. You will have the opportunity to help shape the future of your industry.
9. **Scholarship Program, Awards and Recognition, Public Service.** Your association benefits extend beyond daily business needs for your employees and their families.
10. **Experienced Association staff** to help you navigate regulations, customer challenges, claims questions, government agencies, and more. One call typically does it all.

**These are only a few of the many reasons why membership in IMAWA is a good investment.
Join us in building a better industry!**

Matthew W. Hart, Executive Director • **Adina M. Dunn**, Member Services Director
Phone 217-585-2470 or toll free 888-791-2516
e-mail imawa@imawa.com visit our website at www.imawa.com

