

FACP **Mid-Month Memo**



Early Bird Registration is Now Open! **Spring Conference** **May 19-20, 2016**

**in Daytona Beach at
The Plaza Resort & Spa**



Register Me



Mark your calendar (*or register now to get the Early Bird rate!*) for the **2016 Spring Conference**.

It is never too early to plan for your professional development and valuable networking with your peers. Last year's participants gave the conference rave reviews, so you won't want to miss this year's event.

Call (800) 500-5630 for the FACP special room block rate of \$95 plus tax.



Tourism Improvement Districts:

**A stable funding source for local
and state Destination Marketing
Organizations**

Jan. 13 at 2 p.m. (EST)

presented by



Could your destination marketing budget use a boost?

Or has your destination struggled to find enough reliable funding for marketing services?

Join us for a webinar to learn about a revolutionary new funding mechanism coming to Florida. This webinar will include an introduction to tourism improvement districts (TIDs), provide the history behind TIDs, and showcase TID results.

Our speakers will share case studies from districts demonstrating how a TID can revolutionize destination marketing, focus on the TID opportunities in Florida, and share new TID Marketing Trends and results from the first ever National TID survey. Speakers for the webinar are John Lambeth, President & CEO, Civitas; Rozeta Mahboubi, Project Manager, Civitas; and Debbie Augustine, Founder/Executive Creative Director, Augustine Ideas.

Register Me

Webinar is Free - Advanced Registration Required



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Available Jobs

Chamber

Open Position

Tavares Chamber
of Commerce

Executive Director

Apply

Greater Fort Lauderdale
Chamber of Commerce

Business Dev. Executive

Apply

Greater Sarasota
Chamber of Commerce

Communications Coordinator

Apply



Is Your Chamber Hiring?

Don't forget to post your available positions on the FACP website. The job posting service is free to FACP member chambers and the applications from potential employees are sent directly to your chamber and are confidential and seen only by your chamber.

Post a Job



The Florida Chamber is currently building a new version of the the ChamberViews system to better serve their members.

During this time, we will not be conducting the Thursday Surveys and, unfortunately, some of the functionality of the surveys that are saved on our website is limited.

We apologize for any inconvenience and will resume the Thursday Survey as soon as the new software is available.



It's Never Too Early To Begin Planning for Institute!

The Florida Association of Chamber Professionals is proud to partner with Institute for Organization Management, the U.S. Chamber of Commerce Foundation's professional development program for non-profit executives, and offer two \$500 partial tuition scholarships to one of Institute's 2016 sites. The two scholarships, available to our members, will be awarded to students attending Institute for the **first time** to assist with enrollment fees and cannot be combined with any other Institute scholarships.

If you are interested in this scholarship opportunity, **[click here](#)** to download the 2016 FACP scholarship application.

Early registration deadline for Southeast Institute is April 22, 2016. Deadline to submit scholarship applications is **March 18, 2016**.

For more information about Institute's curriculum, sites, and dates, visit the **[Institute Web site](#)** and **[Prospective Student Toolkit](#)** to help you gain insight into the program

Membership Sales Is Like Driving A Car

As you get in your car, you have a consistent process you go through, a habit. Each of us may be a little different, but there is a process. Get in the car, put the key in the ignition, start the car, fasten our seat belt, look behind us, shift car into reverse, shift into drive, and move forward.

Success in membership sales requires a consistent process, a habit. A process always allows for customization and personalization, as we know each prospect has unique needs. But, a process is what ensures you complete each step for success.

Looking at the car example, skipping one of the steps can be either dangerous, or prevent the car from moving forward. It's the same for your recruitment sales process, consistent steps to keep you moving forward and not stall out with a prospect.

Is your process in place and ready to drive success with your 2016 membership growth goals? Drive into 2016 with a solid membership recruitment sales process.

"Fall In Love With The Process And The Results Will Soon Follow"

If you would like training, coaching, or guidance in creating your new habits for success, I would be glad to travel on the journey with you.

Shari Pash is owner of Strategic Solutions for Growth, a Michigan-based consulting business located in Lansing, Mich. She provides chamber membership recruitment and retention consulting, training, and coaching and was a speaker at both the 2015 Spring and Annual Conferences.



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Help us grow FACP...please recommend and refer chambers within your region and interested vendors!

Tell The Florida Chamber Which Issues Affect Your Business!

Your opinion matters and The Florida Chamber wants to hear from you! Their **Small Business Survey** is open and they need your and your members' feedback to measure the health of Florida's small business. Please click the button below to take the Survey.

Don't delay...the survey will close on **Friday, December 18, 2015.**

As the voice of business, the Florida Chamber also communicates your feedback to the legislature and statewide stakeholders. **Your answers will be kept confidential.**

Take the Survey



It's Time to Submit Your Nominations....



2015 Professional of the Year Award Applications due before February 26!

Attention Chamber Presidents/CEOs/Executive Directors -- it's time to recognize your top performing staff member by nominating him/her for the **2015 Professional of the Year Award**.

The award will be presented at the 2016 Spring Conference, scheduled for May 19-20 in Daytona Beach.

Pictured above are 2014 Professional of the Year, **Jacki Dezelski** (right) of the Manatee Chamber of Commerce and **Debbie Cotton**, FACP Awards Chair, of the Seminole County Regional Chamber of Commerce.

Download the Application

What a great way to say "thank you" to that staff member who always goes above and beyond!

The accuracy of your chamber's information is very important to us!

We strive to keep our database up-to-date, but we need your help to ensure that we are hitting the mark.



Please take a moment to login to the "Members Only" page at facponline.com and verify that we have your current staff member list and contact information.

Have questions? Contact director@facponline.com.



Bonita Springs
Brandon
Charlotte County
Delray Beach
Indian River
Lakeland
Manatee
Melbourne Regional
Miramar-Pembroke Pines
Ocala-Marion
Panama City Beach
Pensacola
Putnam County
Seminole County
Greater Tampa
Winter Haven



Bay County
Clay County
Destin Area
Flagler County
Gainesville Area
Hispanic/Metro Orlando
Naples
Saint Johns
Sarasota
Sebastian River
South Lake
Tampa Bay Beaches
West Orange

It's not too early to start planning to submit your chamber's application to become a Certified Chamber in 2016.

Finished applications are due by June 15 -- click the link below to download the criteria and application.



Download the Application

**THANKS TO OUR
GENEROUS
FACP
SPONSORS,
EVERYONE CAN...**



FACP



**FLORIDA
CHAMBER**
of Commerce



VISITFLORIDA



**BRIGHT HOUSE NETWORKS
business solutions**



SneakPeek

**Thank You
For Your Continued Support
of our Mission to
Enhance Excellence in Chamber Management!**