



# **MBPA**

**MICHIGAN BUSINESS & PROFESSIONAL ASSOCIATION  
MAKING YOUR BUSINESS BETTER**

**&**



**PCAM**  
Professional Coaches Association of Michigan

# MAKING YOUR BUSINESS BETTER

**Mission:** The MBPA is an indispensable resource that tangibly makes our members businesses better through a quality and engaging membership experience.

**Higher Cause:** Through our community efforts and by making our members businesses better we make Michigan a better place to live and work.

# How we are Different

- ✓ Our focus is exclusively on the needs of our members
- ✓ We focus on each member as an individual
  - You are assigned a Member Services Representative that ensures we understand your company's specific needs
  - You can always voice your concerns, needs or expertise in any of our membership communication vehicles

# How we are Different

- ✓ Most importantly, it is OUR responsibility to ensure you are getting the most out of your membership, not yours.
- ✓ We are engaged in the local community with many philanthropic endeavors to make Michigan a better place to live and work.

# The Benefit to PCAM Members

- ✓ Over 20,000 member companies
  - ✓ Over 160,000 employees
- ✓ Fastest Growing Association  
in Mid-West
- ✓ Financial Savings

# Exclusive Survey Data

- ✓ Small Business Health Care
- ✓ Economic Business Pulse
- ✓ Best Business Practices
- ✓ Legislative Priorities
- ✓ Member Needs

# Facilitated Networking

- ✓ Monthly Networking Events
- ✓ Forum Discussions
- ✓ Social Media: Facebook, LinkedIn, Twitter
- ✓ Your own Service Representative that can facilitate your networking
- ✓ Networking Packets:
  - Members Helping Members Discount Directory
  - Member Postings of Needs

# Facilitated Networking- Events

- Monthly workshops and webinars where PCAM members can pitch their services
- Women executives networking opportunities at the Women and Leadership in the Workplace Conference
- Successful companies and C-suite executives to network with at the 101 Best and Brightest Companies To Work For symposiums
- Legislative connections via our Lansing office and receptions

“Working with the MBPA staff, I’ve been able to take my Business to a whole new level...and that’s after doing it a different way for 20 years. I’m now busier than ever”

Joyce Weiss,

Joyce Weiss Training and Development

# Legislative Influence

## ✓ Healthcare

- The MBPA has served on many state workgroups on the implementation of PPACA, providing critical health care data and member feedback to state lawmakers. MBPA is working diligently to ensure small business has a voice in the formation of a Michigan Health Exchange

## ✓ Michigan Taxes

- We were instrumental in the repeal of the Michigan Business Tax

# Legislative Influence

- ✓ MBPA Serves on over 20 coalitions/legislative committees per year
- ✓ MBPA hosts over 50 meetings per year with key government leaders and legislators
- ✓ Other Key Issues
  - Tort Reform
  - Estate Taxes
  - Bottle/Recycling/Sustainability

# Legislative Influence

## ✓ Getting Involved:

- Legislative Task Force
- Legislative Receptions
- Testimony at Legislative Hearing
- Meetings with key Legislators

# Financial Savings



Blue Cross  
Blue Shield  
Blue Care Network  
of Michigan



MERCHANT  
SOLUTIONS INTERNATIONAL



# Financial Savings

## ✓ Exclusive Member Savings

- Blue Cross Blue Shield of Michigan Coverage
- Staples Office Supply Discounts
- Companion Life and Disability products
- Colonial Life Voluntary Worksite product
- Free Discount Drug and Vision Card
- Cobra Administration, Summary Plan Descriptions, Section 125 documents (health care compliance)
- Over 500 discounts from other Members in the Members Helping Members Directory®

# Financial Savings

## ✓ The Most Popular Member Savings

- Gas Fleet Rebates
- Merchant Credit Card Processing
- Travel Discounts
- FREE AD&D Policies\*
- FREE Prescription Drug Cards for Employees and Families
- FREE Vision Discount Cards for Employees and Families
- Subscription to Corp Magazine

\* On Renewal

“The services that the Michigan Business and Professional Association provide to their membership is beyond what one should expect for the nominal fee to be a member. The MBPA is a resource that you can make part of your business on a daily basis.”

Duane Marshall

President, CEO

Innovative Technology Group

# On-Going Communications

- ✓ Via Email: Bi-Monthly (Bi) Quarterly (Q)
  - MBPA Spotlight – Business Knowledge (Bi)
  - MBPA Spotlight – Facilitated Networking (Bi)
  - MBPA Spotlight – Legislative Influence (Q)
- ✓ Via Mail:
  - MBPA Spotlight Newsletter (Bi)
  - Facilitated Networking Packets (Semi-Annual)
- ✓ Via Web:
  - Members Helping Members Directory  
(Hardcopy Also)

# MAKING YOUR MEMBERS BUSINESS BETTER

- ✓ \$50 Annual Membership
- ✓ New Member Facilitator Spotlight
- ✓ Member Helping Members Directory
  - ✓ Access 20,000+ employers
  - ✓ 160,000+ employees!
- ✓ **You Can't Afford NOT TO JOIN!**



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