

The American Society of Association Executives (ASAE)

Membership Essentials The American Society of Association Executives (ASAE), 2016-02-18 The updated and expanded ASAE guide to membership fundamentals Membership Essentials is the American Society of Association Executives flagship quide to all aspects of membership development recruitment and retention One of the five core topics for CAE preparation membership is a fundamental area central to the role of membership director and association leader This book is a comprehensive exploration of all aspects of membership from engagement theory to membership functions to infrastructure and much more This new second edition has been updated with the most current practices and includes expanded coverage of value proposition strategic planning model development staff leadership legal considerations and other important topics that have come to the fore since the book s initial publication Environmental factors and sustainability governance globalization online communities and the role of volunteers are discussed in greater depth alongside foundational concepts that association leaders must understand to fill the role effectively. This book reflects the experience and expertise of thought leaders from a range of associations small large local regional national and global and represents the ASAE s fundamental body of knowledge on membership topics and provides an invaluable resource for those preparing for or already in association leadership positions Engage members more fully in the evolving membership environment Develop models and strategies for relationships engagement and affiliation Explore ways in which the web and social media can benefit your membership Examine the implications of globalization and the related relational models The ASAE is comprised of over 21 000 association executives and industry partners from more than 10 000 organizations from around the world The concepts presented in this book have been proven time and time again and serve as a global template for membership management Whether you re preparing for the CAE or striving to provide better association leadership Membership Essentials is the resource you need at the readv Membership Rules! The Art of Selling What Matters Sheri Jacobs, 2013-09-04 This short form original eBook is an extension of Sheri's speaking engagements It opens with an introduction to Sheri's key principles rules of membership which will be expanded upon in much greater detail with examples in the full length book publishing in January 2014 This original 10 000 word short format piece focuses on the principle of Selling What Matters ASAE Handbook of Professional Practices in Association Management John B. Cox, Susan S. Radwan, 2015-01-27 A new edition of one of the flagship books for CAE preparation The ASAE Handbook of Professional Practices in Association Management covers the core functions of association management at a high but practical level making it a go to resource for professionals who are leading and managing membership organizations and those preparing for the Certified Association Executive CAE credential Now in its third edition this core text in the ASAE association literature offers practical experience based insights strategies and techniques for managing every aspect of an association or membership organization Organized into 35 chapters and presenting information based on experience and proven research into the skills and knowledge required for

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