



MEMBERSHIP OPTIONS 2011-2012



VICTORIAN EMPLOYERS' CHAMBER OF COMMERCE AND INDUSTRY

INFORMATION & ADVICE

CONSULTING

TRAINING

EVENTS

POLICY & ADVOCACY

VECCI. IN THE BUSINESS OF BETTER BUSINESS.

VECCI is a powerful voice for the interests of all Victorian businesses, large and small.

For over a century and a half, VECCI members have benefitted from professional and relevant representation and advocacy – work that has resulted in most of the business-friendly policies Victorian companies now enjoy.

Through VECCI's policy and advocacy work, you can now take advantage of lower taxes, less regulation and better infrastructure. In fact, many of the initiatives that are driving the growth of Victoria's economy would not have been realised without VECCI and its members.

When you add in the wealth of information, resources and support that VECCI membership offers, it's easy to see why better business begins with VECCI.

Independent and non-government, VECCI makes you more successful by fighting for your interests and delivering products and services for growth, assurance and excellence.

FIVE GREAT REASONS TO JOIN VECCI

VECCI membership offers different benefits for different businesses. Our members consistently agree on the VECCI services that offer the greatest value:

1 POLICY AND ADVOCACY

VECCI is an active contributor to Victoria's regulatory framework, delivering confidence, certainty and incentive. You can help shape our policy directions through involvement in surveys, forums, our biennial Regional Business Convention, Victoria Summit and VECCI Small Business Council.

- **Industrial Awards circulars** – essential information if you are operating in an award-driven environment.
- **RADAR** – a weekly e-newsletter that contains up-to-the-minute information, opinions and details of business networking and training events.
- **Business Excellence magazine** – a quarterly publication with in-depth best practice information.
- **Better Business Guide** – a quarterly business newsletter with entertaining and informative articles, tips and guidance.

2 EMPLOYER HELPLINE

VECCI's experienced advisor team is ready to provide you with up-to-date, independent and accurate advice on a range of critical issues impacting the day-to-day running of your business.

- **Industrial relations** – including employment conditions, terminations, union right-of-entry, pay scales and allowance, redundancies and entitlement and modern award interpretation.
- **Human resources** – equal opportunity, performance management, recruitment and selection.
- **OHS** – including workplace health and safety and workers' compensation information, WorkSafe compliance and worker entitlements.
- **Global** – information, background and contacts for exporters.
- **Sustainability, water and carbon reduction** – guidance and information on business and environmental sustainability.

3 INFORMATION AND BUSINESS INTELLIGENCE

- **Tools and templates** – to help simplify complex issues and quickly improve the performance of your business.
- **Consulting and professional services** – expert advice and legal services available at discounted member rates.

4 BUSINESS DEVELOPMENT SERVICES

- **Business networking events** – a range of events and forums that bring together the business people you need to meet, in the right context at the right time.
- **Training and briefings** – members receive substantial discounts on all VECCI training programs, which can be delivered at your business premises and tailored to your specific needs.
- **Member2Member Online Directory (M2M)** – a network of VECCI members – all potential customers for your business.
- **Access to the VECCI Business Centre** – members' lounge, hot desks, wireless internet, reference library and a cafe in the heart of Melbourne.

5 VECCI BUSINESS SAVER

From recruitment services and debt collection to merchant facilities and business insurance, VECCI Business Saver harnesses the buying power of almost 7,000 VECCI members to drive better value for you.



MEMBERSHIP CHOICES AND BENEFITS 2011 – 2012

Your business is unique and so are your requirements. To meet the needs of every Victorian business and professional, VECCI has designed a range of membership options.

1. BUSINESS MEMBERSHIPS

VECCI Platinum is a partnership product for business that supports high levels of advocacy and representation. It includes the option of a range of one-on-one networking services as well as access to VECCI's invitation-only government and industry forums, round table events, executive consultation and priority sponsorship opportunities.

Investment from \$25,000 p.a. Contact VECCI for further information.

VECCI Gold is the preferred membership level for businesses who value the security of unlimited access to the VECCI Employer Helpline and the benefits of VECCI's policy and advocacy work. VECCI Gold also provides members with a full range of information and tools, business development and business saver benefits.

Investment from \$80 per month. See membership fee table on next page.

VECCI Silver is the preferred membership level for SMEs that value the range of services and tools VECCI membership offers. VECCI Silver provides up to 1 hour of access to the VECCI Employer Helpline.

Investment \$55 per month – available to SMEs with up to 100 employees.

VECCI Bronze is the membership option for SMEs that value VECCI's policy and advocacy work and up-to-the-minute industry information. It also provides a broad range of business tools and templates.

Investment \$365 p.a. – available to SMEs with up to 100 employees.

BUSINESS MEMBERSHIPS – Compare the benefits	Gold from \$925 p.a.	Silver from \$625 p.a.	Bronze from \$365 p.a.
POLICY AND ADVOCACY			
Opportunity to participate in forums with business leaders and decision makers	✓	✓	✓
Opportunity to participate in the VECCI Small Business Council and business forums	✓	–	–
The opportunity to take part in the biennial Regional Business Convention and Victoria Summit	✓	–	–
EMPLOYER HELPLINE			
Helpline access	Unlimited	1 hour (p.a.)	–
INFORMATION AND BUSINESS INTELLIGENCE			
<i>Business Excellence</i> magazine	✓	✓	✓
Industrial Awards subscription	1	Access to buy	–
RADAR e-newsletter – weekly member edition	✓	✓	✓
Access to tools and templates	Gold level	Silver level	Bronze level
Regulation updates	✓	✓	✓
Discounted consulting and legal services	✓	✓	✓
Discounted member pricing on regulation update briefings	✓	✓	✓
BUSINESS DEVELOPMENT SERVICES			
Access to the VECCI member Business Centre in Melbourne	✓	✓	✓
Use of VECCI logo on advertisement and website	✓	✓	✓
Member2Member Online Directory (M2M) listing	✓	✓	✓
Membership pricing on networking events and training	✓	✓	✓
Membership pricing on international trade documentation	✓	–	–
Membership certificate and sticker	✓	✓	✓
VECCI BUSINESS SAVER			
Training vouchers to use on VECCI Business Excellence courses	3 x \$50	2 x \$50	1 x \$50
Access to the Business Saver program	✓	✓	✓

2. BUSINESS CLUB – INDIVIDUALS

VECCI Business Club (available in three levels) offers business people the opportunity to benefit from VECCI services in the same way as a business might. For individual business people, or simply those professionals seeking a personal advantage in being better informed and resourced, VECCI Business Club is a powerful business tool. With this membership you are also offered up to three days access to workstations in the VECCI Business Centre.

Investment from \$65 p.a. – available to individuals

BUSINESS MEMBERSHIPS – Compare the benefits	Gold \$310 p.a.	Silver \$155 p.a.	Bronze \$65 p.a.
Access to the VECCI Member Business Centre in the heart of Melbourne – excludes workstations	✓	✓	✓
Use of workstations in the Business Centre	3 days use	1 day use	–
Discounted member pricing on networking events, training courses and briefings	✓	✓	✓
<i>Business Excellence</i> magazine	✓	✓	✓
RADAR e-newsletter – weekly member edition	✓	✓	✓
Training vouchers to use on VECCI Business Excellence courses	2 x \$50	1 x \$50	–

VECCI
MEMBERSHIP
FOR BUSINESS.
FOR YOU.

3. NETWORKING EVENTS SUBSCRIPTION

VECCI Networking Events Subscriptions provide a selection of information and networking events for business. With your networking events subscription, places at each event are guaranteed, so you never miss out.

Investment from \$350 p.a.

<i>NETWORKING OPTIONS</i>	Business Leaders Luncheons (4 events per year)	HR Breakfast (3 events per year)	Women in Business events (3 events per year)
Guaranteed tickets to each event for you and a guest	\$695 p.a.	\$350 p.a.	\$395 p.a.
Guaranteed branded table of 10	\$3,200 p.a.	\$1,800 p.a.	–
<i>RADAR</i> e-newsletter – weekly member edition	✓	✓	✓
<i>Business Excellence</i> magazine	✓	✓	✓
Member pricing on other events and training	✓	✓	✓

VECCI networking events include:

- **VECCI Business Leaders Luncheon** – a powerful information and networking sit-down lunch for CEOs, business owners and key community stakeholders. Each event is designed to deliver an inspiring and informative exchange with high-profile guest speakers, as well as an opportunity to network with other business leaders.
- **HR Breakfast** – a sit down breakfast event designed to equip businesses and HR professionals with the knowledge to effectively manage current HR and IR issues and challenges.
- **Women in Business Networking Forum** – Melbourne’s premier women’s networking event. Be motivated by inspirational guest speakers, catch up with contacts and meet new customers, mentors and friends over casual drinks and canapés.

JOIN VECCI

To become a VECCI member, please complete the details below



Title Full Name

Position Date

Company

Address

Suburb Post Code

Telephone Email Address

Please include your email address to ensure you receive all member benefits

SELECT MEMBERSHIP OPTIONS

BUSINESS OPTIONS (please select a membership level)

Gold from \$925 p.a. +\$95 join fee See chart below: \$ <input type="text"/>	Silver \$625 p.a. +\$95 join fee Only available to SMEs up to 100 employees \$ 720	Bronze \$365 p.a. +\$95 join fee Only available to SMEs up to 100 employees \$ 460	Gold from \$80 per month +\$95 join fee See chart below: \$ <input type="text"/>	Silver \$55 per month +\$95 join fee Only available to SMEs up to 100 employees \$ 150	Gold \$310 p.a.	Silver \$155 p.a.	Bronze \$65 p.a.
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BUSINESS CLUB - INDIVIDUAL OPTIONS

Calculating your membership fee for Gold BUSINESS Membership:

1. Determine your number of Equivalent Full-time staff (EFT)		2. Determining your annual or monthly fee					
3 casual staff are counted as 1 EFT 2 part-time staff are counted as 1 EFT 1 full-time staff is counted as 1 EFT Example 6 casual 6 ÷ 3 = 2 15 part-time 15 ÷ 2 = 7.5 12 full-time 12 ÷ 1 = 12 TOTAL EFT = 21.5 Round down to nearest whole number = 21 Equivalent Full-Time staff	Your Calculations Casual ____ ÷ 3 = Part time ____ ÷ 2 = Full time ____ ÷ 1 = TOTAL EFT _____	EFT Staff	Monthly	Annual	EFT Staff	Monthly	Annual
		0-7	\$80	\$925	151-175	\$395	\$4,707
		8-16	\$110	\$1,287	176-200	\$439	\$5,235
		17-25	\$137	\$1,611	201-250	\$507	\$6,051
		26-40	\$163	\$1,923	251-300	\$577	\$6,891
		41-55	\$189	\$2,235	301-400	\$646	\$7,719
		56-75	\$214	\$2,535	401-500	\$780	\$9,327
		76-100	\$243	\$2,883	501-1000	\$977	\$11,691
		101-125	\$310	\$3,687	1001-1500	\$1,104	\$13,215
		126-150	\$354	\$4,215	1501-2000	\$1,235	\$14,787

For businesses with more than 2,000 employees, please contact VECCI on 03 8662 5333

NETWORKING OPTIONS

BUSINESS LEADERS LUNCHEONS <input type="checkbox"/> \$695 p.a. <input type="checkbox"/> Table of 10 with company branding \$3,200 p.a.	WOMEN IN BUSINESS EVENT <input type="checkbox"/> \$395 p.a.	HR BREAKFAST <input type="checkbox"/> \$350 p.a. <input type="checkbox"/> Table of 10 with company branding \$1,800 p.a.
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PAYMENT OPTIONS

FAX: 03 8662 5120 with credit card or direct debit details **PHONE: 03 8662 5333** with credit card details or to arrange EFT payment 8:45am - 5:15pm Mon to Fri
CHEQUE: Post with form to VECCI GPO Box 4352 Melbourne VIC 3001 **EMAIL:** Scan form and email to membership@vecci.org.au with credit card or direct debit details

TOTAL: _____ Cheque Visa MasterCard Diners AMEX Direct Debit

Card Number

Card Holder Name

Expiry Date Security code 3 digits on rear of card:

Branch No. BSB:

Financial Institution Name

Signature

Promotional Code

For full details, terms and conditions, including direct debit, see www.vecci.org.au

AUTOMATIC RENEWAL

Once you're signed up, staying a VECCI member is easy. VECCI will automatically rollover your annual membership, setting up a recurring direct debit to ensure hassle-free renewal. We'll also contact you 2 weeks before your renewal payment is due so you know when we will be debiting your account, and to advise of any change in the VECCI membership rate or to the terms of the agreement. To cancel your VECCI membership, all you need to do is send us notice in writing a minimum of 7 days before your renewal payment date (3 weeks prior to the membership anniversary date). For full membership terms and conditions, including automatic direct debit and opt out information, see www.vecci.org.au

Tick this box if you **do not** want VECCI to automatically renew your membership.



VECCI membership is just a phone call or click away.
Visit www.vecci.org.au/membership or call 03 8662 5333.
VECCI MEMBERSHIP. FOR BUSINESS. FOR YOU.

