

NARM MEMBERSHIP APPLICATION

Please print clearly or type all information.

Company _____ No. of Employees _____
 Address _____
 City _____ State/Province _____ Country _____
 ZIP/Postal Code _____ Phone _____ Fax _____
 E-mail _____ Web Site _____
 Description of Business _____
 Principal Contact(s) Mr. Ms. _____ Title _____

COMPANY MEMBERSHIP CATEGORIES

GENERAL

RETAILER

Any business in which a significant portion of total revenue is derived from reselling primarily non-proprietary recorded entertainment products or services to the consumer.

- Brick & Mortar _____
 # of Stores _____
 Click & Mortar _____
 # of Stores _____
 Online Pure-Play
 Mail Order

Dues are based on the company's total U.S. sales volume. However, for General Members for whom music, video, video games, computer software, and digital downloads comprise less than 50% of their total annual U.S. sales volume, these companies pay dues based on that segment of their business.

WHOLESALE

- One Stop
 Rack Jobber

ENTERTAINMENT SERVICE PROVIDERS

Any company (including but not limited to technology, telecommunications or media) that has modified its primary business model for purposes of selling or providing digital or wireless entertainment products or services directly to consumers. See special pricing under "Dues."

ASSOCIATE

Dues are based on the company's total U.S. sales volume.

DISTRIBUTOR

- Distributor

ENTERTAINMENT SOFTWARE SUPPLIER

- Record Label
 Multimedia Supplier
 Video Supplier

SUPPLIER OF RELATED PRODUCTS & SERVICES

- Accessory Manufacturer
 Artist Management Services
 CD Manufacturer/Duplicators
 Computer Software Company
 Digital Entertainment Delivery System
 Digital Rights Mgmt. Company
 e-Commerce Solutions
 Internet/Digital Service Provider
 Inventory Management System
 Listen/Preview Company
 Manufacturer's Representative
 Marketing/Promotions Company
 Music Discovery Service
 Music Publisher
 Packaging Company
 Prepaid Media Solutions
 Press
 Printing Company
 Research
 Web Site Developer
 Other _____

ENTERTAINMENT SERVICE PROVIDERS

Any company (including but not limited to technology, telecommunications or media) that has modified its primary business model for purposes of enhancing or promoting its primary products or services by enabling the facilitation, manufacturing or delivery of digital or wireless entertainment products to consumers. See special pricing under "Dues."

INDIVIDUAL MEMBERSHIP CATEGORIES

The Individual Membership Category is only available to individuals who are neither employed nor affiliated with any NARM member company.

INDIVIDUAL PROFESSIONAL
 Anyone whose business activity, client or consultative relationship involves him or her with the music retailing community, including, but not limited to, entertainment law; artist management; or the creation, production, manufacturing, promotion, marketing or selling of prerecorded entertainment.

STUDENT/EDUCATOR
 Any current full-time college student or educator in an accredited institution of education whose primary area of study or teaching includes the following general disciplines: Music, Business, Marketing, Research or Recording Technology. Membership for students or teachers of disciplines not listed here will be considered individually.

DUES

Check the box reflecting the appropriate dues category. Total company dues are based on the company's total U.S. sales volume.

COMPANY MEMBERSHIP

Gross Sales Volume

- Under \$1 million
 Retailers and Record Labels\$260
 Wholesalers, Distributors, Multimedia Suppliers, Video Suppliers
 And Suppliers Of Related Products & Services\$515
 \$1 million-\$4,999,999\$1,195
 \$5 million-\$24,999,999\$2,625
 \$25 million-\$99,999,999\$5,300
 \$100 million-\$249,999,999\$8,610
 \$250 million-\$499,999,999\$13,250
 \$500 million-\$999,999,999\$17,220
 \$1 billion-\$2 billion\$30,520
 Over \$2 billion\$34,425

ENTERTAINMENT SERVICE PROVIDER

- Under \$1 billion\$7,725
 Over \$1 billion\$15,450

INDIVIDUAL MEMBERSHIP

- Individual Professional or Educator\$140
 Student\$25

Dues Amount \$ _____

First-Time Joining Fee

(\$100 for companies, \$50 for individuals, not applicable for students) \$ _____

TOTAL AMOUNT \$ _____

Enclosed is a check in the amount of \$ _____

Charge my credit card in the amount of \$ _____
 _____ VISA _____ MasterCard _____ American Express

Card In Name Of: _____

Account #: _____

Expiration Date: _____ Card Verification # (3 digit # on back of card) _____

Cardholder Signature: _____

FOR OFFICE USE ONLY

D/R _____ Check # _____
 Mem # _____ Amt \$ _____

The undersigned hereby applies for membership in NARM and acknowledges that the information provided is true and factual to the best of his or her knowledge.

Signature _____

Name _____ Date _____

RETURN TO: NARM, 9 Eves Drive, Suite 120, Marlton, NJ 08053 • Phone: 856.596.2221 • Fax: 856.596.3268 • www.narm.com