

# 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

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 will now only pay dues based on that segment of their business.

### 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

### 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."

## DUES

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

The NARM Association Year runs July 1 – June 30.

### COMPANY MEMBERSHIP

Gross Sales Volume

- Under \$1 million  
 Retailers and Record Labels .....\$250  
 Wholesalers, Distributors, Multimedia Suppliers, Video Suppliers  
 And Suppliers Of Related Products & Services .....\$500  
 \$1 million–\$4,999,999 .....\$1,160  
 \$5 million–\$24,999,999 .....\$2,545  
 \$25 million–\$99,999,999 .....\$5,145  
 \$100 million–\$249,999,999 .....\$8,355  
 \$250 million–\$499,999,999 .....\$12,865  
 \$500 million–\$999,999,999 .....\$16,715  
 \$1 billion–\$2 billion .....\$29,630  
 Over \$2 billion .....\$33,420

### ENTERTAINMENT SERVICE PROVIDER

- Under \$1 billion .....\$7,500  
 Over \$1 billion .....\$15,000

### INDIVIDUAL MEMBERSHIP

- Individual Membership .....\$135

Dues Amount \$ \_\_\_\_\_

**First-Time Joining Fee**  
**(\$100 for companies, \$50 for individuals)** \$ \_\_\_\_\_

**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: \_\_\_\_\_

## 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.

## 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**