

GAIN CONTEST GUIDELINES

GAIN contest (Get Agents Involved Now) rewards members, chapters and regions that excel at recruitment and retention.

Time Period: May 1 – April 30

Who is Eligible: Local chapters. state chapters & regions.

Contest Guidelines:

- Members who transfer to another chapter fall into the adjustment column and the GAIN numbers remain unchanged.
- Members who pass away and if National is notified will fall into the adjustment column and the GAIN numbers will remain unchanged.
- Members who have left the industry will still count as a lapse for the contest, but be recorded in the database as “Left the Industry” for retention purposes.
- Members who retire from the industry will count as a lapse for the contest, but be recorded in the database as “Retired” for retention purposes.
- Members who cancel their membership for any other reasons besides death will count as a lapse for the contest, but the reason will be recorded in the database.

MEMBERSHIP GRACE PERIOD

- Members receive a 60 day (2 month) grace period from their paid thru date before their membership lapses.
- Chapters then have an additional 30 days (1 month) to retain these members before they are considered new members and get a new join date & paid thru date.

TRANSLATING eCOMMERCE

eCommerce gives AHU chapter officers direct access to NAHU's database – you see everything that the National staff sees. Occasionally you will see membership codes and abbreviations that are unclear. The following eCommerce abbreviations will provide some clarity as you navigate eCommerce.

Most likely to see in eCommerce ...

M	Active Member
FM	Former member
DR	Dropped by request (prior to expiration date)
PM	Prospective member
TM	Temporary member – gets 3 months trial membership. Is then billed and asked to join.
PH	Prospective member
AUTO	Member pays by monthly bankdraft – checking account
AUCC	Paying dues by monthly credit card draft
RECC	Refused credit card dues payment
REAU	Refused monthly dues payment

All the rest...

AFLAC	Aflac Trial Memb Promotion 2005
BMA	Benefits Marketing Trial Memb Promotion 2006
BNL	Brokers National Life – HIU Promotion
BCNE	Blue Cross Blue Shield of NE Trial Memb Promotion 2006
BCCA	Blue Cross of CA Trial Memb. Promotion 2004
BCBSMN	BCBS of MN Trail Memb Promotion 05-06
BCID	Blue Cross of ID Trial Memb Promotion 05-06
BSGA	BCBS of GA Trial Memb. Promotion 2004
BSMO	BCBS of MO Trial Memb. Promotion 2004
BSWI	BCBS of WI Trial Memb. Promotion 2004
CM	Complimentary membership
COL	Colonial Trial Membership Promotion 2004
DB	Direct Benefits Trial Memb Promotion
DDWI	Delta Dental of WI Trial Memb Promotion
HIU	Signed up to receive HIU free for 1 year (doing membership recruiting at the same time)

HUMONE	HumanaOne Trial Memb Promotion 2004
LB	List Bill Membership
LIFE	Lifetime member (pays no dues)
NM	Non-member (probably an HIU subscriber)
PRO	Chapter's professional staff (pays no dues)
R	Retired member (pays ½ dues)
SF	State Farm Trial Membership Promotion 2003
SUBS	HIU Subscriber
UHC	Name obtained from United Healthcare Symposium
UNI	Unicare Trial Membership Promotion 2004
WEEX	Name obtained from the Wellpoint Expo, Jan 02.
WELL	Name obtained from the Wellpoint Expo, Feb 03.

Like any language, eCommerce's language is always expanding to address new situations. Should you encounter a code not listed above, please email membership – membership@nahu.org and we'll gladly translate it for you.

ASSOCIATE MEMBERSHIPS

- National only tracks & counts a members primary membership through eCommerce, membership reports and contest standings.
- National does not track associate memberships.
- Each local chapter is responsible for their own associate membership billing and tracking of these associate members.