

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 NABIP chapter officers direct access to NABIP's database, so 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.

eCommerce Codes:

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.
AUTO	Member pays by monthly bankdraft – checking account
AUCC	Paying dues by monthly credit card draft
ANCC	Paying dues by annual credit card draft
AUAN	Bank draft annual payment
AULB	Bank draft list bill
BALD	Balance due on dues payment
CCLB	List bill with credit card
A2ANN	Agency Dues Model annual payment
A2AU	Agency Dues Model monthly bank draft
A2CC	Agency Dues Model monthly credit card payment
CMEMB	Corporate members (3-9 members) – on list bill
CPMEM	Corporate partners (10-99 members) – on list bill
PAST	Past National Presidents
RECC	Refused credit card dues payment
REAU	Refused monthly dues payment
RECHK	Return Check
RMCC	Declined CC draft
LB	List Bill Membership
LIFE	Lifetime member (pays no dues)
NM	Non-member
PRO	Chapter's professional staff (pays no dues)
R	Retired member (pays ½ dues)

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@biphu.org and we'll gladly translate it for you.

ASSOCIATE MEMBERSHIPS

- National only tracks & counts a member's 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.