

## **Benefits of International Membership**

- **Business Networking Opportunities** – Multiple forums to present products and services directly to the senior managers of companies who are the major buyers of suppliers' products at NAESCO conferences and workshops.
- **Preferred Product Providers Guide** - Inclusion in NAESCO's online Product Guide which is segmented by product and business line and helps customers visiting the NAESCO website target the companies whose products in which they are interested.
- **Member Directory** - Access to the *members-only* full-contact information, membership list, including all contacts at all member ESCOs as well as affiliate members.
- **Market Development** - NAESCO works to accelerate market development and growth, and to provide marketing and business development opportunities for our members. NAESCO also undertakes research on industry trends and practices for DOE and the national laboratories the results of which are shared with NAESCO members. In addition, NAESCO meets with international delegations and has formed ties with ESCO groups and interested parties around the globe.
- **"Face-to-Face" Meetings** - For *member* exhibitors, participation in the "Face-to-Face" meetings with the ESCO representatives at the Annual Conference & Vendor Showcase. Member exhibitors choose among participating ESCOs and are scheduled for one-on-one meetings, during a designated time period.
- **Education** - You and members of your staff can pursue professional development and networking opportunities through NAESCO conferences and workshops. There is also opportunity to participate as presenters in technology-oriented webinars and workshops. Webinars are free, quarterly and eligible for AIA continuing education credit.
- **Corporate Membership** - Everyone on your team can participate in NAESCO activities and initiatives. Membership includes discounted rates for meetings, events and booth space for all members of your company.
- **Visibility** - Inclusion of media releases about products and projects in the *NAESCO Newsletter*, in social media, and on the NAESCO website. All members are listed on the website with a link directly to your company website.
- **Resources** – Access to industry reports and case studies.

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