



# Membership Application

## Information & Instructions

The on-line membership application is available at [www.hsmia.org](http://www.hsmia.org). To apply for membership off-line, complete & return this form.

The Hospitality Sales and Marketing Association International (HSMIAI) is committed to growing business for hotels and their partners, and is the industry's leading advocate for intelligent, sustainable hotel revenue growth. The association provides hotel professionals and their partners with tools, insights, and expertise to fuel sales, inspire marketing, and optimize revenue.

For additional information, please contact HSMIAI Headquarters:  
1760 Old Meadow Road, Suite 500, McLean, VA 22102 ■ Phone: 703-506-3280 ■ Fax: 703-506-3266

## Member Information

NAME: \_\_\_\_\_ CERTIFICATION(S): \_\_\_\_\_  
 POSITION: \_\_\_\_\_ COMPANY: \_\_\_\_\_  
 MAILING ADDRESS: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE/PROVINCE: \_\_\_\_\_ ZIP/POSTAL CODE: \_\_\_\_\_  
 TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_  
 BUSINESS EMAIL: \_\_\_\_\_ HOME EMAIL: \_\_\_\_\_  
 CHAPTER NAME\*: \_\_\_\_\_ INDUSTRY CLASS\*: \_\_\_\_\_  
 REFERRED BY: \_\_\_\_\_ *\*See reverse side for listing of chapters and industry classes.*

## Payment Information

### Hotel/Associate Member\* Dues

- \$365 for the first, or only, member from your company
  - \$650 for a two-year membership (10% discount)
  - \$250 for each member joining from a company where a primary member has paid full dues (\$365) - both members must have the same mailing address
- ❖ For companies with 10 or more members, please contact Stacy Gleason at [sgleason@hsmia.org](mailto:sgleason@hsmia.org).

### Partner/Supplier Member\*\* Dues

- \$395 for the first, or only, member from your company
- \$675 for a two-year membership (15% discount)
- \$280 for each member joining from a company where a primary member has paid full dues (\$395) - both members must have the same mailing address

### Other Dues

- \$90 for faculty
- \$60 for students

### PAYMENT METHOD:

- Pay by Credit Card - *Return this application by fax to HSMIAI at 703-506-3266.*
  - Donate \$25 to the HSMIAI Foundation (Contributions are deductible under Section 501C(3) of the IRS tax code)  
Please charge \$ \_\_\_\_\_ to my:  American Express  Diner's Club  Master Card  Visa  
Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
Signature: \_\_\_\_\_
- Pay by Check-*Include your application(s) with your check and mail to HSMIAI, 1760 Old Meadow Rd., Suite 500, McLean, VA 22102.*
  - Donate \$25 to the HSMIAI Foundation (Contributions are deductible under Section 501C(3) of the IRS tax code)  
Check # \_\_\_\_\_ Amount of Check \$ \_\_\_\_\_



1760 Old Meadow Road, Suite 500, McLean, VA 22102  
 Phone: 703-506-3280 ▪ Fax: 703-506-3266  
[www.hsmai.org](http://www.hsmai.org)

*\*Unit level and corporate professionals for hotel brands, mgmt companies, ownership groups, independent hotels and resorts, and sales & marketing professionals from DMOs, attractions, and other industry sectors in travel, hospitality, and tourism*

*\*\*Individuals from direct supplier organizations who market to hotel/associate professionals*

## Americas Region Chapters

*\*Chapters Under Development*

Arizona - Greater Arizona Chapter

California

- Greater Los Angeles Chapter
- Northern California Chapter
- Orange County Chapter
- San Diego Chapter

Colorado

- Southern Colorado Chapter
- Denver Chapter
- Vail Valley Chapter

Connecticut

- Greater New York Chapter (New York City)
- Boston Chapter

Delaware - Greater Philadelphia Chapter

District of Columbia - Washington, DC Chapter

Florida

- Central Florida Chapter (Orlando)
- Florida Keys Chapter
- Northeast Florida Chapter (Jacksonville)
- South Florida Chapter (Ft. Lauderdale-Miami-Palm Beach)

Georgia - Georgia Chapter (Atlanta)

Hawaii - Hawaii Chapter

Illinois - Illinois Chapter (Chicago)

Indiana - Indiana Chapter\* (Indianapolis)

Louisiana - Gulf South Chapter

Maine - Boston Chapter

Maryland

- Maryland Chapter (Baltimore)
- Washington, DC Chapter

Massachusetts - Boston Chapter

Minnesota - Minnesota Chapter (Minneapolis-St. Paul)

Mississippi - Gulf South Chapter (Biloxi)

Missouri - Missouri Chapter (St. Louis)

Nebraska - Heartland Chapter (Omaha)

New Hampshire - Boston Chapter

New Jersey

- Greater Philadelphia Chapter
- Greater New York Chapter

New York

- Greater New York Chapter (New York City)

North Carolina

- Charlotte Chapter

Ohio

- Cleveland Chapter
- Columbus Chapter

Oregon - Oregon Chapter (Portland)

Pennsylvania

- NE/Central Pennsylvania Chapter (Scranton)
- Greater Philadelphia Chapter

Rhode Island - Boston Chapter

Tennessee

- Mid-South Chapter (Memphis)

Texas

- Austin Chapter
- Dallas-Ft. Worth Metroplex Chapter
- Houston Space City Chapter

Vermont - Boston Chapter

Virginia

- Hampton Roads Chapter (VA Beach)
- Washington, DC Chapter

Washington - Washington Chapter (Seattle)

Caribbean

- Curacao Chapter

Brazil

- Brazil (Sao Paulo)

## Industry Classifications

### HOTEL MEMBERS

CA - Casino  
 CL - Cruise Lines/Passenger Ships  
 H1 - Hotel & Conf Centers, DOM & DOS only  
 H2 - Hotel & Conf Centers, All other titles  
 H3 - Hotel Corp, Regional or Nat'l Sales Ofc  
 HM - Hotel Management Companies  
 R1 - Rev Mgrs/directors at individual properties  
 R3 - Rev Mgrs/Directors Nat'l, Reg or Corp  
 RM - Rev Mgrs/Directors at Hotel Mgmt Co

### ASSOCIATE MEMBERS

AI - Airlines  
 AT - Attractions  
 CB - CVB/Tourism  
 CC - Convention Centers (no rooms)  
 MP - Meeting Planner/Event Planers  
 RE - Restaurants/Dinner Theatres/Catering  
 RS - Hotel Representative Companies  
 SM - Other sales & marketing individuals  
 TP - Transportation Companies  
 TT - Tour/Travel Agents/DMO's

### PARTNER MEMBERS

AD - Advertising Companies  
 AS - Associations  
 CM -Public Relations Agencies  
 HH - Recruiters/Head Hunters  
 PU - Publishing Companies  
 SP - Service Providers (AV, Ent)

### OTHER

FA - Faculty  
 ST - Students  
 PR - Press  
 RT - Retired Members