



Business Partner Program

The Arizona Osteopathic Medical Association (AOMA) Business Partner program is designed to create a mutually beneficial relationship providing our partners with the opportunity to directly market to and educate osteopathic medical professionals on their products and services while bringing added value to our members. In the interest of establishing strong, long-lasting relationships, only firms possessing good business reputations, financial strength and stability, exceptional customer service and professional, local sales support will be considered.

Business Partners annual minimum fee is \$500 for a twelve month period (higher fees may be applied for non-compete agreements or additional benefits). In exchange, our partners will receive:

- A profile, with contact information and description of services, on the Business Partners page of our website and inclusion in each new AOMA member's welcome packet
- Discounts on advertising and exhibitor fees as well as opportunities to bundle purchases for even deeper savings
- Exclusive or priority access to sponsorship opportunities which provide valuable one-on-one time with our members
- Special promotions of services through AOMA communications and newsletters including a dedicated email for partners to specifically promote their products and services

In order to qualify for this program, prospective Business Partners must provide exceptional and exclusive value to AOMA members. As a condition of participation, each partner shall provide a substantial discount exclusive to AOMA members and revenue sharing to Association.

The vetting process is simple and straightforward. Prospective Business Partners are asked to submit a completed application, three references, and summaries of the terms and conditions of their services. Applications will be reviewed by AOMA's Membership Services Committee, and if approved, an agreement will be provided further outlining the requirements and expectations of the relationship.

Please do not hesitate to contact Janet Weigel, Director of Membership and Communications, with any questions at janet@az-osteo.org or 602-266-6699.

Thank you for your support of the Arizona Osteopathic Medical Association and our members!



Business Partner Application

Contact Information

Name of Company/Organization

Name and Title of Contact Representative

Email

Telephone

Primary Office Address

Mailing Address, if different from above

Business Overview

Please provide a brief overview describing the type of business, date established, organizational mission, etc.

Information on Product(s) and/or Service(s) Provided

Please provide a brief description of your product(s) and/or service(s).

What is your target audience and how will your product(s) and/or service(s) appeal to AOMA's members?

Please explain the regular pricing for your product(s) and/or service(s), what the discount(s) will be for AOMA members, and what the revenue sharing arrangement will be for the AOMA, if applicable.

How will your company market/promote your product(s) and/or service(s)? What tools will you provide the AOMA to help promote the partnership?

Please provide three customer references, preferably other medical associations, including phone numbers and email addresses for each:

1. _____
2. _____
3. _____

Return completed application to:
Arizona Osteopathic Medical Association
5150 N. 16th St., Ste., A-122, Phoenix, AZ 85016
Fax: 602- 266-1393 · Email: janet@az-osteo.org