S.A.M. Assembly Paid Membership Dues System (APMD)
6 STEPS to APMD

1. **Set a Date** to Pay National Membership Dues
2. Decide on a type of **Fundraising show** to take place before the Date
3. **Establish Rules** for which Members’ National Dues to be Paid
4. Prepare to **Send** in **Single Check** or **Paypal** for Qualified Renewals
5. **Waive Local Dues** for Eligible Members
6. Set up Member Ticket Sales **Incentive Program**
1 Set a Date to Pay National Membership Dues

• The Date sets an all important GOAL and Deadline.

• If this is a relatively new Assembly where most of the members have a common renewal date, as most are charter members, then this date is easily chosen. Otherwise, you may choose a date, which is based on the renewal date of the majority of the members.

• For the other members, there is no problem using this same common date because the annual S.A.M. National Membership dues can be paid in advance without impacting an individual member’s renewal date. Members just receive another year added to their membership.
2 Decide on a type of Fundraising show to take place before the Date

• Net proceeds of this fundraising event, such as a Paid Gig, Theatre Show or Dinner Show are earmarked to first pay for membership renewals.

• If excess funds are available, a small honorarium may be provided to contributing individuals, and/or a dinner credit towards the Assembly’s annual dinner.

• Any remaining funds would be deposited to strengthen the Assembly’s coffers.

• Alternatively, the Assembly could decide that the funds be used to subsidize each member’s registration for the next S.A.M. National Convention.

• Draft a Basic or Detailed Budget (See sample at end)
Establish Rules for which Members’ National Dues to be Paid

• Only those members who contribute to the fundraising event in the form of performance (Stage & Close-up), ticket selling, backstage & front of house, etc., depending on the type of fund-raising event chosen, would be eligible for Assembly paid renewal.

• Certain exceptions for exemplary service and/or senior members may be made. Rules need to be established in advance and should be voted on at a regular local Assembly meeting.
Prepare to send in single check or Paypal for Qualified Renewals

- This makes for a simple and worry-free renewal mechanism for all members of the Assembly, as individual members do not have to go to any effort on their own part to renew their membership. Therefore, no forgetting or lateness in the renewal, and best of all, the Assembly’s renewal retention rate is under the Assembly’s control.

- The renewal fee which the Assembly pays can be for the paper or paperless membership. If for the paperless, and an individual member prefers paper, then he or she may send in the difference in cost to the National Administrator.

- Lifetime members can be reimbursed an amount equivalent to the individual paperless renewal membership fee.
Waive Local Dues for Eligible Members

• This is a bonus incentive to those contributing members, and there is no net cost to the Assembly for this.

• Any excess profits from the fundraising show may be deposited into the Assembly’s coffers to make up for any annual local due revenue normally received.

• Active Assembly members feel gratified and continue to be active contributors while saving their own money as both their Local and National dues are being paid for by the Assembly.

• Members who do not participate still pay on their own.
Set up Member Ticket Sales Incentive Program

3 Wand Achievement Levels:
- 5 Sales = Bronze Wand minimum requirement per S.A.M. #95 member - Local Dues paid.
- 10 Sales = Silver Wand Local & National S.A.M. dues paid + eligible for Honorarium or Convention Subsidy
- 20+ Sales = Gold Wand incentives as per Silver Wand + Special Recognition e.g. S.A.M. Store special item
- Online Store - The Society of American Magicians (magicsam.com)
Sample Budget for Dinner Show Committee & Ticket Prices

Banquet/Show Committee & MC/Host:

Event Chair:
Registration Chair:
Finance Chair:
Close-Up Entertainment Chair:
Food Chair:
Stage Manager:

MC/Host:

Ticket Prices:

VIP Table of 10 = $78.00 + fee
Preferred Reserved Table of 10 = $58.00 + fee
General Non-Reserved = $58.00 + fee
General Early Bird = $48.00 + fee
### Revenue

**Revenue:**

Ticket Sales = 180 tickets
12 tables of 10 at $55.00 less 17% discount = $45.65 + $1.90 fee = $5,706.00  
4 tables of 10 at $45.00 less 17% discount = $37.35 + $1.74 fee = $1,563.60  
1 table of 10 at $45.00 no discount = $45.00 + $1.89 fee = $478.90  
1 table of 10 at $55.00 no discount = $55.00 + $2.09 fee = $580.90  
Gross Sales incl Eventbrite Fee paid by buyer = $8,329.40  
Less Eventbrite Fee $228.00 + $69.60 + $18.90 + 20.90 = ($337.40)  
Net Sales (Average $44.40 per ticket) = $7,992.00  

Dinner Raffle = $750.00  
Lecture 25 attendees x $20.00 = $500.00  

**Total Revenue** = $9,242.00
Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dinner Cost - 18 tables x $270.00 (incl tax &amp; tip)</td>
<td>$4,860.00</td>
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<tr>
<td>Performer &amp; Crew Dinner Table</td>
<td>$270.00</td>
</tr>
<tr>
<td>Performer’s Fee</td>
<td>$1,000.00</td>
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<tr>
<td>Paypal Fees (3 %)</td>
<td>$246.22</td>
</tr>
<tr>
<td>Advertising &amp; Promotion</td>
<td>$100.00</td>
</tr>
<tr>
<td>Lecture Theatre</td>
<td>$100.00</td>
</tr>
<tr>
<td>Lecturer Accommodation &amp; local travel - 2 nights</td>
<td>$100.00</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$100.00</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$6,776.22</strong></td>
</tr>
</tbody>
</table>
Net Profit

Projected Net Profit before Honorarium & National Membership = $2,465.78

Honorarium
124 tickets @ $2.00 per ticket = $248.00
National S.A.M. dues
20 members @ $110.00 each (Cdn) = $2,200.00
Total back to members = $2,448.00

Net Profit = $17.78

Minimum 10 tickets sold by a S.A.M. member to be eligible for honorarium of $2.00 per ticket sold by that member.
Resources + PDF of Powerpoint
Lon Mandrake – RVP Canada

• Internationally known Mentalist/Magician and President of the S.A.M. Assembly # 95, Vancouver, BC, Canada.

• Trained scientist, teacher and a Past President of the B. C. Science Teachers’ Association.

• Over 30 years ago, Lon offered his two week long annual gig to his Assembly #95 as a paid contract for multiple magicians on multiple days in multiple venues at Science World BC. Since then, annually the proceeds have been put towards paying for each member’s Local & National S.A.M. Membership Dues, as well to provide an honorarium to each performer.

• In addition to Science World, other fundraising events in recent years have also been held, resulting in all members of S.A.M. Assembly #95 not paying a single membership due in over 30 years!
Questions & Comments
Thank You
&
Please feel free to contact me anytime
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