STANDING RULES

The National Résumé Writers' Association

Standing Rules, as stated in Article XI, of the NRWA Bylaws are the procedures of the organization, or general policy that are not included in the bylaws. They cannot be in conflict with the bylaws. Each administration can choose to retain or amend the standing rules as necessary to fit the administration's needs. Standing rules make the frequent/common actions simpler and provide for fairness and continuity of Board decisions.

The Board of Directors may alter, amend, suspend, or repeal the Standing Rules at any regular or special meeting called for that purpose, except as restricted by the Nonprofit Corporation Law of 1972, as amended. This is according to Article XIII of the NRWA Bylaws.

A. NRWA Membership

According to Article III of the NRWA Bylaws, there are three levels of membership: Regular, Associate, and Affiliate. The following are definitions of the membership and the dues as adopted by the current administration of NRWA.

Regular Membership: Individuals (not companies) in the resume writing or career services field are eligible for regular membership. The cost and benefits of regular membership are posted on the NRWA's website.

Associate Membership: Employees and partners of NRWA regular members are eligible for associate membership. If an associate member leaves the employment or partnership of the NRWA regular member, then his or her associate membership is void, and he or she must sign up for regular membership if he or she wants to continue receiving NRWA benefits. The cost and benefits of associate membership are posted on the NRWA's website.

Affiliate Membership: Strategic partners in the careers industry (who provide services by which regular or associate members can save money or earn money but who do not directly compete with regular and associate members) are eligible for affiliate membership. The cost and benefits of affiliate membership are posted on the NRWA's website.

Once a member has joined and is approved for membership at any level, dues are considered payable and non-refundable regardless of method of payment.

B. Board of Directors Meetings

The number and timing of Board meetings shall be determined by the President. Elected and appointed Board of Directors members will attend meetings beginning in August prior to the start of their term.

C. Board / Volunteer Benefits and Expectations

The executive officers can determine, at their discretion, which extra member benefits a current Board member or volunteer can receive that fall outside of the benefits received with membership. A motion needs to be made to, and carried by, the executive officers. Benefits and discounts can be applied to, but are not limited to, membership, teleseminars webinars, conference registration, and NCRW sample submission / testing.

Expectations: All Board members are required to attend at least 75% of the Board meetings during their term of service to maintain their position and receive benefits. All Board members are strongly encouraged to attend the annual conference. The President and conference chairs are *expected* to attend the annual conference, barring an urgent, unforeseen event.

Benefits - 2018:

Board: Membership at no cost Attendance and access to teleseminars and webinars at no cost Certification costs for the NCRW designation are waived Free attendance at conference (not including pre-conference workshops) (President only): Hotel is paid for at conference

<u>Certification Graders</u>: Free membership 50% off conference registration 1 CEU per sample graded

Committee Members 50% off membership

<u>Proofreader(s)</u>: Free membership 6 free teleseminars / webinars

Benefits - Begin 2019:

<u>Board:</u> Attendance and access to teleseminars and webinars at no cost 50% conference fee (not including pre-conference workshops) (President only): Hotel is paid for at conference

<u>Certification Graders</u>: 1 CEU per sample graded Attendance and access to teleseminars and webinars at no cost

<u>Committee Members</u> No benefits

Proofreader(s):
6 free webinars

D. Executive Officers

Executive officers will be elected based on the procedure described in the By-laws. President, Secretary, Immediate Past-President, and Immediate Past Treasurer will serve one-year terms; Treasurer will serve a two-year term.

President (1-year term): The President of the NRWA leads the Board to facilitate short- and long-range planning, program development, decision-making, and problem solving. The President also communicates strategic direction, ensures smooth operations, negotiates contracts, works with subcontractors, initiates meetings to address issues and facilitate consensus, and serves as final arbitrator in internal disputes.

Dı	ıty	Та	sks	Timeframe
1.	Schedule, organize and preside at Board and Executive committee meetings	a.	Determine schedule for Board meetings, set agendas, conduct meetings, and communicate to ensure follow-through on Board decisions	Monthly
		b.	Schedule and conduct Executive Committee meetings	As needed
2.	Appoint committees and committee chairs	a.	Appoint Chairs and obtain ³ / ₄ Board approval for all candidates	January / As needed
		b.	Convene or approve convening of special committees	As needed
3.	Serve as official spokesperson for the NRWA	a.	Support the NRWA Sponsor Relations Chair as a co-liaison to affiliates and partners	Ongoing
		b.	Assist the NRWA Sponsor Relations Chair in soliciting conference sponsors	January - May
		c.	Respond to media requests and/or connect members to media	Ongoing
		d.	Communicate with members and potential members	Ongoing
4.	Organization leadership	a.	Review organization vision and mission with Board as foundation for annual goals	September (retreat) / Ongoing
		b.	Approve expenditures with Board, serve as additional signer on account, and sign all organization contracts	As needed

PRESIDENT

		c.	Oversee / monitor performance of association management team,	
5.	Maintain organization	a.	Ensure maintenance of Bylaws, Standing Rules and other organization documentation in collaboration with Secretary	Ongoing
		b.	Coordinate with Treasurer and association management team to have financial reports posted at least quarterly to the NRWA website	Ongoing
6.	Transfer knowledge and responsibilities	a. b.	Assist President-Elect with identifying potential members for President-elect and chair roles Transfer materials and knowledge	May - July and October - December July
7.	Participation in annual conference	a.	Expected to attend the annual conference, serving as the emcee where needed and meeting/greeting conference attendees at general sessions, socials, etc.	As scheduled per Conference Committee
8.	Award oversight	a.	Provide oversight of the annual "Vivian Belen Award," selecting the volunteer to receive the annual volunteer service award, coordinating purchase of award, and presenting the award or coordinating presentation of award by another Board Member (traditionally awarded at the annual conference).	Prior to Annual Conference

Average Time Commitment to Position: 20-30 hours per month, with the majority of the work occurring near the time of the Board Meetings and responding to member/prospect inquiries.

Expectations: Attend at least 75% of the Board meetings during term of service and complete the duties above in partnership with the Board and association management team. Expected to attend annual conference, barring an urgent, unforeseen event.

<u>Treasurer (2-year term, plus 1 year as Immediate Past Treasurer)</u>: The Treasurer oversees and monitors the NRWA's financial matters, and serves as the NRWA's financial liaison with the association's accountant, bookkeeper, and association management team. The Treasurer reviews and submits financial reports to the Executive Board, supports the annual budget process, and oversees the membership database, income, and payments, reconciliation of bank accounts, and preparation of tax returns and audits.

Du	ıty	Tasks	Timeframe
1.	Attend board meetings	a. Review, submit, and present monthly financial reports at Board meetingsb. Contribute to Board discussions during monthly meetings	Monthly starting August before official term
2.	Oversee financial matters	a. Serve as financial liaison to the NRWA bookkeeper, association management team, and accounting firm	Ongoing or as needed
		b. Oversee receipt and deposit of income and payments by admin; support admin to resolve member payment or account issues	Ongoing
		c. Oversee maintenance of membership database by association management team	Ongoing
		d. Oversee reconciliation of bank accounts by bookkeeper	One week before Board meeting
		e. Manage cash flow and investments to optimize interest earned, leaving no more than \$20,000 in checking account at any one time, except when paying large bills for annual conference	Ongoing
3.	Manage registration and reporting	a. Maintain all financial records (requiring working knowledge of accounting principles and software)	Monthly or as needed
	1 0	b. Prepare P&L statements (detailed, standard, and previous year comparison), and balance sheet	Monthly
		c. Prepare and email Treasurer's report (including financial reports) to secretary	8days before Board meeting
		 Manage registration with and reporting to oversight agencies, i.e. State of New York and IRS 	Quarterly, annually, and as- needed
		e. Oversee preparation of tax returns and audits, ensuring that tax returns (or an extension) are filed on time	By May 15th
4.	Prepare and maintain annual budget	a. Email budget worksheets to Board members and consult with them as needed to develop proposed adjustments	January of each fiscal year
		b. Present the proposed budget for Board	February Board

TREASURER

	approval	meeting
5. Knowledge transfer	a. Identify potential members for Treasurer-elect role	As needed
	b. Meet with incoming Treasurer one-on-one to transfer knowledge	August - January
	c. Transition all accounts, passwords, and records to incoming Treasurer in a timely manner	End of term

Average Time Commitment to Position: 4-8 hours per month, with the majority of the work occurring near the time of Board meetings, which are typically 1.5-2 hours. Annual preparation of budget requires another 8-12 hours, and tax and reporting activities require another 2-4 hours at tax time.

Expectations: Attend at least 75% of the Board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Attendance at annual conference is strongly encouraged.

<u>Secretary (1-year term)</u>: Maintains the NRWA's official documents and gathers board member reports for Executive Board meetings. Records and distributes minutes; prepares quarterly Board Bytes for the NRWA Connection newsletter; provides quality control for all communications of the NRWA; ensures documentation and organization of processes, policies, and institutional knowledge for the NRWA.

Dı	ıty	Tasks	Timeframe
1.	Attend board meetings	a. Prepare report for Board regarding activitiesb. Contribute to Board discussions during monthly meetings	Monthly starting August before official term
2.	Record meeting proceedings	a. Record minutesb. Notify administrative assistant (admin) to record minutes if unable to attend meeting	Monthly As needed
		c. Distribute minutes to President for review and approval	Within 7 days of meeting
		d. Distribute approved minutes to Board	Upon approval, and again before next Board meeting
		e. Review governance documents with President Elect at end of calendar year	Annually
3.	Prepare communications	a. Collect agenda items 8 days prior to Board meeting and send agenda to President for approval; distribute agenda to Board prior to meeting	Monthly

SECRETARY

		b.	Coordinate written notice of Board meeting to	Monthly
			Board and request RSVP	
		c.	Prepare "Board Bytes" to summarize monthly	Quarterly
			minutes	
		d.	Oversee Communications Committee	
4.	Act as support to	a.	Ensure monthly approval of minutes	Monthly
	President	b.	Track and document voting on initiatives occurring outside of monthly Board meetings	As Needed
5.	Maintain records	n records a.	Retain minutes and financial reports; ensure document capture in Dropbox	Monthly
		b.	Review and update officer list	Ongoing
		c.	Retain current copy of bylaws and standing rules	Ongoing
6.	Knowledge transfer	a.	Identify potential members for Secretary-elect role	January to March
		b.	Meet with incoming secretary one-on-one to	October to
			transfer knowledge	December
		c.	Maintain electronic copy of records and	By end of fiscal
			deliver to next secretary	year

Average Time Commitment to Position: 6-10 hours per month, with the majority of the work occurring near the time of the Board Meetings and quarterly for Board Byte compilation. Board meetings are typically 1.5-2 hours.

Expectations: Attend at least 75% of the Board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend annual conference.

President Elect (1-year term): Sits as a voting member of the Executive Board. Provides support for President and chairs as requested. Assists with recruiting for incoming chairs and officers. Serves as Ethics Chair, handling grievances, coordinating and monitoring elections, and working with third party providers to extinguish fraudulent use of the NRWA name, certifications, or logo.

Duty	Tasks	Timeframe
1. Board duties	a. Attend monthly meetings of the Board	Monthly starting
	of Directors	August before
		official term
	b. Submit written report of activities to	Monthly starting
	Secretary 8 business days prior to	January of term
	meeting	
	c. Contribute to Board discussions	Monthly starting
	during monthly meetings (this is a	August before

PRESIDENT ELECT | ETHICS CHAIR

			voting position on the Executive Board)	official term
2.	Serve as Ethics Chair	a.	Oversee annual elections, including sending the call for nominations, verifying nominations, collecting candidate information, overseeing administration of voting site, and serving as sole Board viewer of results, working closely with association management team	April - July
		b.	Contact non-members who have the NRWA logo and/or membership or certification claims on their websites	Monthly
		c.	Manage the execution of the grievance process for any formal complaints	Ongoing
		d.	Respond to, track, and bring any formal/informal complaints against members to the Board as needed **	Ongoing
		e.	Monitor e-list posts and communication and address violations of e-list policies	Ongoing
		f.	Provide input on contracts for the NRWA and ensure annual bylaws review with Secretary	Ongoing
3.	Strategic planning	a.	Begin planning the direction or emphasis of forthcoming term with assistance of the Board	September (retreat) and On- going
4.	Recruiting appointed Board chairs	a.	Ask current appointed chairs if they are interested in staying on the Board in another role	August
		b.	Send call for nominations for appointed chairs to membership for remaining openings	September
		c.	Recruit those who meet the criteria for the elected positions (already having held a Board position)	September
		d.	Compile slate of appointments for Board approval	October
5.	Substitute for Treasurer	a.	Serve as substitute for Treasurer as needed to oversee and coordinate bookkeeping and reporting functions	As needed

Average Time Commitment to Position: 6-10 hours per month, with more hours during election time.

Expectations: Attend at least 75% of the Board meetings during term of service and complete the duties above in partnership with the Board and Administrative Team. Strongly encouraged to attend annual conference.

Immediate Past President (1-year term): Sits as voting member of the Executive Board to provide continuity. Assists with recruiting for incoming chairs and officers. Provides support for President and Chairs as requested. Oversees Public Image Committee. Manages the NRWA ROAR and Industry Hero awards.

Du	Duty		sks	Timeframe
1.	Serve on	a.	Attend monthly meetings of the Board of Directors	Monthly
	advisory board	b.	Submit written activity report to secretary 8 days prior to meeting	Monthly
		c.	Contribute to board discussions and decisions (this is a voting position) during monthly board meetings	Monthly
2.	Serve as advisor to President	a.	Pass on knowledge, share historical information, provide counsel as needed	Ongoing
		b.	Assist with soliciting and maintaining relationships with affiliates and conference sponsors	Ongoing
		c.	Participate on nomination committee at the invitation of the President / President Elect	Upon request
		d.	Assists President with recruiting for incoming chairs and officers.	As needed
		e.	Organize committee of past Presidents for the President when special projects require it	As needed
		f.	Oversee activities of Public Image Committee	Ongoing
3.	Oversee the	a.	Solicit committee members and establish guidelines	January to
	annual writing		for committee	September
	competition	b.	Establish judging criteria and submit to board	
	(ROAR)	с.	Manage the judging process	
		d.	Ensure the logistics for the award are coordinated	
4.	Stand-in for President as	a.	Maintain communication with President to gain transfer knowledge of operations and events	Ongoing
	needed	b.	Perform the duties of the President when the President is unable to do so	As needed
5.	Award Oversight	a.	Provide oversight of the annual "Industry Hero Award," soliciting nominations from the membership, coordinating selection of annual award winner by majority vote of the Executive Board, purchasing of the award, and presenting	Prior to Annual Conference
			award or coordinating presentation of award by another Board Member (traditionally awarded at the	

IMMEDIATE PAST PRESIDENT

annual conference)	

Average Time Commitment to Position: 6-10 hours per month, with more hours during contest time.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend annual conference.

Immediate Past Treasurer (1-year term): Sits as voting member of the Executive Board to provide continuity and historical financial insights. Trains and oversees incoming Treasurer to protect the organization from possible malfeasance or errors during the transition period.

Du	ıty	Tasks	Timeframe
1.	Attend monthly board meetings	 a. Contribute to financial and budget discussions b. Provide a history of the financial trans- actions of the organization c. Contribute to general discussions and decisions (this is a voting position) 	Monthly
2.	Transition bank accounts	 a. Initiate bank correspondence to change signature cards and get/remove online access b. Cancel personal access to accounts 	Begin November of final year as Treasurer January or February, as appropriate
3.	Banking and accounts payable	a. Guide incoming Treasurer in processes and procedures of working with the checking and savings accounts and paying bills	Begin October of final year as Treasurer
4.	Budget	b. Collaborate with Treasurer to ensure full understanding of the budget process	December through February
5.	Liaise with bookkeeper	a. Coordinate with Treasurer to set up a LogMeIn account for remote access by bookkeeper to Treasurer's computer for monthly account reconciliation	December
6.	Other training	 a. Teach the Treasurer how to: i. Review and adjust the detailed P&L statement ii. Create financial statements and Treasurer's report 	Begin November of final year as Treasurer

IMMEDIATE PAST TREASURER

	 iii. Prepare accounting software for the outside accounting firm that prepares the nonprofit tax returns for the IRS that are due May 15 of each year 	March or April
7. Provide resource(s)	a. Support any ongoing needs of Treasurer, bookkeeper, association management team, and public accounting firm	On-going or as- needed

Average Time Commitment to Position: 3 hours per month, with more hours occurring during training periods, budgeting, and for tax and reporting activities. Board meetings are typically 1.5-2 hours.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board, Treasurer, and Administrative Team.

E. The NRWA Board

Non-executive members shall be named "chairs" and appointed by the Board in August prior to their year of service. The chairs listed below will serve 1-year terms with the exception of the Certification Chair. All chairs listed below will vote in Board decisions.

Membership Chair (appointed 1-year term): Facilitates executive, director of industry, and member communication tasks. Promotes positive internal relations with the NRWA members and manages new member recruitment and member retention/incentive programs.

MEMBERSHIP	CHAIR
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Duty	Tasks	Timeframe
1. Board duties	 a. Attend monthly meetings of the Board of Directors Submit written report about chair activities to Secretary 8 business days prior to meeting Contribute to Board discussions and decisions (chair is a voting position) during monthly Board meetings 	Monthly
2. Solicit new members	a. Establish membership targets	Beginning of fiscal year
	b. Contact groups, individuals, and associations to promote the NRWA	Ongoing
	c. Regularly reach out to marketing chair to advise on membership drive activities and coordinate efforts as appropriate	

		d. Work closely with Directors of Industry to solic and involve new members	zit
		e. Provide membership information and materials the annual conference	at September
d.	Retain members	a. Maintain up-to-date renewal letter with benefits of membership	Ongoing
		b. Send out renewal notifications 4 weeks prior to membership lapse; oversee automated notification process, working closely with association management team	Ongoing
		c. Ensure Directors of Industry follow up with members pending renewal / recently lapsed and complete follow up personally as needed	Monthly
e.	Lead Directors of Industry	a. Hold regular meetings with Directors of Industr to address membership recruitment/retention issues.	y Monthly
		b. Provide feedback on communications, monthly reports, and bi-annual submissions to newslette	
		c. Recruit Directors of Industry for election as needed and fill in should a position be vacated temporarily.	Ongoing
		d. Coordinate and oversee Directors of Industry in planning and executing a fun, networking- focused welcome reception event at the annual NRWA conference	Ongoing
f.	Database maintenance	a. Coordinate with association management team ensure database records are current and accurate	
g.	Troubleshoot membership issues	a. Work closely with treasurer, administrative tear or President to resolve membership problems**	
h.	Provide membership report	 a. Provide membership report to board at regular meetings Provide data on changes in membership (monthly, historical, etc.) Address issues and pending resolutions 	Monthly
i.	Carry out special requests	a. Perform duties assigned by President or Executive Board	As requested
9.	Knowledge transfer	a. Transfer materials and knowledge to new chair	October - December
		b. Participate in training incoming Membership Chair during formal training held at annual conference	October - December

Average Time Commitment to Position: 6-10 hours per month, with the majority of the work occurring near the time of the Board Meetings and Industry Rep meetings.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend the annual conference.

Sponsor and Affiliate Relations Chair (appointed 1-year term): Promotes strong relationships with existing affiliate members and sponsors to ensure that each receives the benefits and value of their support of the NRWA. Identifies and solicits new affiliate members and sponsors. Advocates for affiliate members and sponsors to resolve issues and enhance value, in collaboration with other board members and the association management team. Reports to President.

Du	ıty	Task	ks	Timeframe
1.	Meetings	i. n i: S b. A (1) (1)	Attend monthly meetings of the Board of Directors . Contribute to Board discussions and decisions at nonthly meetings i. Submit written report about chair activities to Secretary 8 business days prior to meeting Attend monthly meetings of Directors of Industry led by Membership Chair), Conference Committee led by Conference Co-Chairs), and Marketing Committee (led by Marketing Chair)	Monthly
2.	Solicit new members and		Give input on new membership and sponsorship arget numbers	Beginning of fiscal year
	sponsors	b. V C C c. I tt d. C C C C C C C C C C	Work with Education Chair, Conference Program Chair, and Immediate Past Conference Program Chair to identify groups, individuals, and associations to solicit Instruct and guide new members and sponsors through the benefits of membership or sponsorship Coordinate with Education Chair, Marketing Chair, Conference Program Chair, and Immediate Past Conference Program Chair to ensure affiliate members and conference sponsors receive their penefits in a timely manner	Ongoing
3.	Retain members and sponsors	a	Maintain up-to-date renewal letter with benefits of affiliate membership and sponsorship (supply to Membership Chair)	Beginning of fiscal year
		b. S r c. F a t	Send out personal welcome email letters to new and returning affiliate members and sponsors Personal (phone) follow up for expiring or lapsed affiliate members and sponsors, make every effort to salvage affiliate membership / sponsorship, address any concerns and identify solution to retain	Monthly

SPONSOR AND AFFILIATE RELATIONS CHAIR

			affiliate membership / sponsorship	
4.	Promote member and sponsor networking	a.	Participate in conference, training, and promotional activities to create buzz for the NRWA events and encourage participation	Ongoing
5.	Member and sponsor satisfaction	a.	Address member and sponsor inquiries within 48 hours of receipt; escalate unresolved issues to Membership Chair, Conference Program Chair, Immediate Past Conference Program Chair, or Education Chair	Ongoing
6.	Newsletter contribution	a.	Solicit member feedback and successes for monthly newsletter per newsletter schedule; edit for brevity and compile information into article	Bi-annually
7.	Reporting	a.	Provide monthly affiliate membership and sponsorship report to Membership Chair prior to scheduled Director of Industry meetings	Monthly
8.	Carry out special requests	a.	Perform duties assigned by President and Executive Board	As requested

Average Time Commitment to Position: 8-10 hours per month, with the majority of the work occurring near the time of board meetings, committee meetings and industry rep meetings.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend the annual conference.

Immediate Past Conference Program Chair (1-year term): Sits as voting member of the Executive Board to provide continuity and historical insights. Trains and oversees incoming Conference Program Chair during the transition period. Co-leads the conference committee with the Conference Program Chair. Provides advice and support in recruitment of conference committee and speakers.

IMMEDIATE PAST CONFERENCE PROGRAM CHAIR

Duty	Tasks	Timeframe
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1. Attend monthly board meetings	 a. Attend monthly meetings of the Board of Directors b. Submit written report about chair activities to Secretary 8 business days prior to meeting c. Contribute to board discussions and decisions (chair is a voting position) at monthly meetings. 	Monthly
2. Committee leadership	a. Supports incoming Program Conference Chair in working with board to recruit for Conference Program Committee and set monthly meeting times	October - November
	b. Co-lead committee meetings	Ongoing
3. Call for proposals	a. Brainstorm branding for conference with incoming chair and committee	October - November
4. Program outline and speaker selection	 a. Support development of program outline and format b. Advise and support incoming chair in sourcing keynote speakers and negotiating terms of participation c. Assist in launching December Early Bird registration d. Review and update conference program manual to reflect new policies and practices 	November - December
5. Communicate with speakers	a. Advise and support chair as needed to process speaker agreements, clarify processes, and conduct pre-event planning	December - August
6. Provide resource(s)	a. Support any ongoing needs of chair, conference committee, and association management team with advice and counsel	On-going or as- needed

Average Time Commitment to Position: 6-10 hours per month, with more hours required from November through January while recruiting speakers and coordinating speaker contracts.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board, Treasurer, and Administrative Team.

Conference Program Chair (appointed 1-year term): Promotes the NRWA mission through the annual conference, co-leading the conference committee with the Immediate Past Conference Program Chair. Recruits the conference committee with the conference logistics chair, leads efforts to recruit and select speakers for the conference, and coordinates with the Certification Chair to ensure annual conference qualifies for 10 credits toward the NCRW.

Duty	Tasks	Timeframe
1. Board duties	 a. Attend monthly meetings of the Board of Directors b. Submit written report about chair activities to Secretary 8 business days prior to meeting c. Contribute to Board discussions and decisions (chair is a voting position) at monthly meetings 	Monthly
2. Committee leadership	a. Work with board and Immediate Past Conference Program Chair to recruit for Conference Committee and set monthly meeting times	October
3. Call for proposals	a. Brainstorm themes for conference with committeeb. Send out 'Call for Proposals' *	October - November
4. Program outline and speaker selection	 a. Work with committee to create a list of potential sessions and speakers b. Determine the format of the event (breakouts, panels, general sessions, etc.) reversed c. Contact potential keynote speakers Negotiate fees based on budget; solidify topic Negotiate terms of participation Establish method of payment to speakers (suggest flat fee with NRWA arranging travel and paying difference to speaker) d. Work with Certification Chair to ensure program meets requirements for 10 CE credits e. Launch December Early Bird registration 	November - December
5. Finalize contracts and communicate with speakers	 a. Communicate closely with speakers b. Send out rejection notices before speaker agreement and posting the program on the web site Coordinate signing of speaker agreements* Coordinate travel for keynote speakers* Clarify objectives for all sessions, as needed 	December - January
6. Coordinate program	a. Collaborate with Marketing Chair to create recruitment messages focused on speakers	December - August

CONFERENCE PROGRAM CHAIR

arrangements and assist with speaker-related marketing	 b. Coordinate with Education Chair to conduct complimentary speaker webinars c. Coordinate review and approval of presentation content and slides; ask speakers to create a streamlined version for handouts as needed; work with Certification Chair to ensure presentations meet CE credits requirements 	December
7. Communicate with speakers about logistics	a. Communicate audio visual (AV) provisionsb. Outline other logistics if needed	May
8. Door prizes	a. Recruit volunteers or lead committee to gather and organize door prizes to be given away at the conference	April-August
9. Pre-event speaker details	 a. Double check travel plans with speaker* c. Make sure speakers register d. Work with association management team to finalize handouts, CE credits and evaluation so they can be compiled into binder e. Provide association management team with AV needs and ensure volunteers are set to introduce speakers f. Coordinate gift for speakers g. Coordinate with Treasurer to ensure on-site neuronation for herematical set of the speakers 	3-4 weeks before event
10. On-site speaker management	 a. Coordinate with Treasurer to ensure on-site payment for keynote speakers b. Introduce speakers or recruit volunteers as needed c. Assist with AV or other speaker issues or recruit volunteers as needed 	Day of event
11. Post-event speaker needs 12. Knowledge	a. Process speaker evaluations and share results with board and speakersa. Identify potential members for Program Chair-elect	One-two weeks after event January to
transfer	b. Transfer materials and knowledge to new chair	March July- December

Average Time Commitment to Position: 6-10 hours per month, with more hours required from November through January while recruiting speakers and coordinating speaker contracts.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Expected to attend the annual conference, barring an urgent unforeseen event.

<u>Education Chair (appointed 1-year term)</u>: Oversees development and execution of educational offering to fulfill the NRWA's educational mission. Recruits speakers and coordinates monthly teleseminars, obtaining approval for CE credits toward the NCRW from the Certification Chair. Works with administrative staff and Marketing Chair to promote, record, evaluate, and expand offerings. Provides oversight for maintenance of the online training program in coordinating with the Certification Chair.

Dı	ıty	Ta	sks	Timeframe
1.	Board duties	a. b. c.	activities to Secretary 8 business days prior to meeting Contribute to Board discussions and	Monthly starting August before official term
2.	Maintain the NRWA mission of providing educational opportunities to members	a.	decisions (chair is a voting position) during meetings Facilitate and record teleseminars and webinars, including advance distribution of seminar materials to attendees	Monthly
			Collaborate with board and membership to develop topics and source presenters Schedule presenters, execute presenter contracts, and acquire W9 and synopsis	Ongoing
			Work with association management team to resolve member service issues Work with IT Chair to resolve technical issues and deploy new technologies	As needed ** As needed
		f. g.	Collaborate with Marketing Chair to promote seminars and annual conference Solicit and analyze attendee feedback to enhance member value and experience	Ongoing
		h.	May sit on the conference committee	Monthly or as

EDUCATION CHAIR

	and provide input to align conference program with education plan	needed
3. Prepare reports and	a. Review and adjust the proposed education budget for board approval	Annually
budget	b. Identify potential members for Education Chair role	January
4. Knowledge transfer	a. Meet with incoming Education Chair one-on-one to transfer knowledge	As needed
	b. Transition records to incoming Education Chair in a timely manner	August - January

Average Time Commitment to Position: 6-10 hours per month, with the majority of the work occurring near the time of seminars. Board meetings are typically 1.5 hours. Teleseminars and webinars can take 2-4 hours per month.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the board and administrative team. Attendance at annual conference is strongly encouraged.

<u>Marketing Chair (appointed 1-year term)</u>: Leads the marketing committee comprised of Directors of Industry and other volunteers in developing, coordinating, and executing a comprehensive marketing and public relations strategy to promote the NRWA to consumers, the business community, and the media. Provides oversight for the NRWA social media efforts, website, public relations, and newsletter. Collaborates with Technology Chair to develop and execute website vision and maintenance.

Duty	Tasks	Timeframe
1. Board duties	 a. Attend monthly meetings of the Board of Directors b. Submit written report about chair activities to Secretary 8 business days prior to meeting c. Contribute to Board discussions and decisions (chair is a voting position) at monthly meetings 	Monthly starting August before official term
2. Lead marketing committee	 a. Recruit and lead marketing committee of up to 5 Directors of Industry or their designates and other volunteers b. Hold meetings with committee and track attendance/participation for benefits c. Engage committee in participating in conference marketing, general marketing, and social media efforts d. Delegate marketing duties to committee members assisting in various marketing areas including, but not limited to 1) newsletter development, 2) new member development, 3) public relations/community management, 4) social media 	Monthly

MARKETING CHAIR

			marketing, 5) website/content development, and6)	
3.	Coordinate with education and conference chairs to advertise webinars and conference	a. b. c. d. e.	conference marketing. Consult with chairs to determine timeline to advertise webinars and conference * Work closely with board and admin team to identify 'marketing list Coordinating receiving marketing collaterals from Education/Conference Chairs to advertise event Create direct marketing email campaigns according to timeline Advertise/market all events via LinkedIn Group, Facebook page, and other social media (Twitter, Google +, Pinterest, etc.) *	Monthly for webinars December – September for conference
4.	Manage LinkedIn Group, Facebook account, and Twitter feed	a. b. c. d.	Log-in and update LinkedIn Group as necessary. Evaluate and approve all requests for new members (who need to be in the industry but not members) * Send welcome email to new LinkedIn group members, Facebook likes, and Twitter followers, inviting them to join the NRWA, if not already a member * Post regularly on all social media platforms *	At least once per week
5.	Participate in membership recruitment efforts	a.	Assist membership recruitment initiatives with Membership Chair and/or Industry Representatives	Ongoing
6.	Collect content and coordinate logistics for newsletter.	a. b.	Solicit articles from members through general member emails and targeted outreach. * Set schedule for executive greetings for board members and industry representative reports and communicate to board	November – December for next year and ongoing
		с.	Collect and collate articles, coordinate with Written Communications Chair and send final draft to President before sending newsletter to association management team for distribution to members	Monthly
7.	Member Article library & RSS Feed	a. b.	Copy newsletter member, marketing, and NCRW articles and transfer to the members article library Maintain the members RSS feed and solicit new feeds every 6 months	Monthly
8.	Knowledge transfer	a. b.	Identify potential members for Marketing-elect role Transfer materials and knowledge to new chair. Materials to transfer include: all social media profile logins, where to find important marketing documents, automation procedures, and social media management software navigation	July – October October

* Denotes suggested responsibility for committee member

Average Time Commitment to Position: 8-12 hours per month, with the majority of the work occurring near the time of the Board Meetings and Industry Rep meetings.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend annual conference.

<u>Written Communications Chair (appointed 1-year term)</u>: Leads the written communications committee, comprised of volunteers, to receive and review all written communications materials in order to focus on improving the accuracy of language, flow and overall readability, as well as checking for grammar, spelling and punctuation.

Duty]	Fasks	Timeframe
1. Board du	ties a	a. Attend monthly meetings of the Board of	Monthly
		Directors	starting
	t	5. Submit written report about chair activities to	August
		Secretary 8 business days prior to meeting	before
	C	c. Contribute to Board discussions and decisions	official term
		(chair is a voting position) at monthly meetings	
	C	d. Write one executive greeting per year for	
		newsletter	
2. Lead writ	tten a	a. Hold meetings with volunteer committee and track	Monthly
communi	cations	attendance/participation for benefits	
committe	e t	b. Delegate proofreading duties to committee	As required
		members and follow up on assignments, granting	
		final approval on each assignment	
3. Coordina	te with a	a. Consult with chairs and admin team to determine	Ongoing
other Boa	ard chairs	proofreading needs and timelines	
	1	b. Coordinate with conference program chair and	December –
		marketing chair on conference promotions and	September
		program materials	
4. Assistant	Editor a	a. Recruit and train assistant editor to perform initial	
		or final editing of documents	
	t	b. Coordinate with Assistant Editor to resolve	Ongoing
		issues/questions. pertaining to assignments	
5. Proofread	lers a	a. Assign documents for review in order to correct	Ongoing
		grammatical, spelling, typographical, and	
		formatting errors and complete within deadlines	
	t	b. Coordinate with proofreaders to resolve	Ongoing

WRITTEN COMMUNICATIONS CHAIR

		issues/questions. pertaining to assignments	
6.	Knowledge transfer	a. Identify potential members for Written	July –
		Communication-elect role	October
7.	Types of Written	Electronic communications	
	Communications	i. NRWA newsletter	
	Reviewed	ii. NRWA webpage additions and updates	
		iii. Webinar/training announcements	
		iv. Business announcements/email campaigns	
		(e.g., board election notices, ROAR	
		competition notices, training announcements)	
		v. Surveys	
		Documents for limited/targeted distribution	
		i. Press releases	
		ii. Contracts/letters of agreement	
		iii. B2B correspondence (e.g., board member	
		correspondence with affiliate partners, other	
		associations, vendors, business partners)	
		iv. Certificates and awards	
		v. SOPs	
		Complex communications/large-scale projects	
		i. New website, prior to launch	
		ii. New or revised webpages	
		iii. Conference communications	
		iv. Call for presenters	
		v. Presenter proposals	
		vi. Presenter contracts	
		vii. Email marketing/information campaigns	
		viii. Conference agenda	
		ix. Presenter materials (e.g., PowerPoint decks	
		and handouts)	

Average Time Commitment to Position: 8-10 hours per month, with additional hours negotiated for large projects, such as the annual conference and website additions/revisions.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend annual conference.

<u>Technology (IT) Chair (appointed 1-year term)</u>: Provides maintenance and technical support for website(s), teleseminars, and other technologies that support member services and communication. Recommends improvements and technologies to add value and enhance member experiences.

TECHNOLOGY (IT) CHAIR

Duty		Tasks	Timeframe
1.	Serve on advisory board	a. Attend monthly meetings of the Board of Directorsb. Submit written activity report to Secretary 8 days prior to meeting	Monthly
2.	Manage websites and technologies	 a. Participate in vision and planning for main website and training website b. Coordinate with other board members to update website areas associated with conference, education, certification, membership, etc. c. Liaise with website development and maintenance vendors as needed to coordinate upgrades and resolve problems d. Recommend changes or upgrades to improve member experience and communication per e-list, teleseminars, webinars, and other technologies 	Ongoing
3.	Provide technical support	 a. Collaborate with other board members and the association management team to resolve technical issues and user problems related to main website, training website, e-list, webinars, and other technologies b. Work directly with members to resolve user problems c. Coordinate the technical components of the judging process for ROAR writing contest with the association management team d. Records teleseminars or webinars when Education Director is unable to do so. 	As needed
4.	Other duties	 a. Work with Ethics Chair to notify third-party providers of fraudulent use of The NRWA the NRWA name, certifications, or logo 	As needed

Average Time Commitment to Position: 8-10 hours per month.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend annual conference.

<u>Certification Commission Chair (appointed 1-year term)</u>: The certification chair oversees all aspects of certification testing, standards development, online training, Study Guide maintenance, mentoring program(s), certification committee recruiting, and content creation for certification-related aspects of the website. The certification chair also promotes certification

program to NRWA members, and serves as advocate for certified members.

CERTIFICATION CHAIR

Duty	Tasks	Timeframe
1. Board duties	a. Attend monthly meetings of the Board of Directors	Ongoing
	b. Submit written report about chair activities to	during 1-year
	Secretary 8 business days prior to meeting	term
	c. Contribute to Board discussions and decisions	
	(chair is a voting position) at monthly meetings	
2. Promote the	a. Answer questions about the NCRW process and	Ongoing
certification	requirements from current and potential members	
program	b. Coordinate with marketing chair when appropriate	
	to announce new NCRWs	
	c. Contribute newsletter articles and attend	
	conferences, teleseminars, etc. to raise visibility of	
	the program	
	d. Coordinate with marketing chair to promote and	
	market the NCRW program to members." Also	
	"Coordinate with marketing chair and the Public	
	Image Committee to improve public awareness of	
	the NCRW."	
	e. Provide certification information and materials at	September
	the annual conference	1
3. Manage the	a. Coordinate the panel of NCRW Graders, recruiting,	Ongoing
Certification	training, and coaching new graders as needed	
Commission	b. Maintain the Advisory Board of industry leaders,	
	and check in with Board regularly for information	
	on industry trends, Study Guide updates, etc.	
4. Maintain the	a. Keep the Study Guide up-to-date	Ongoing
Study Guide and	b. Maintain and update other certification materials,	
other materials	including Grader Guidelines, Grading Sheets, legal	
	papers for NCRW Exam, and related documents	
5. Determine CE	a. Ensure the annual conference contains enough	
credits	sessions on resume writing to warrant 10 CE credits	
	for attendance	
	b. Review books published by NCRWs and NCRW	
	candidates to determine CE credits	
	c. Review materials and documentation related to	
	training, presentations, and other CE credits-eligible	
	activities to determine how many CE credits are	
	awarded	
6. Maintain	a. Coordinate with the administrative manager and	
certification pages	Technology Chair to maintain and update the	
of the NRWA	certification pages of the NRWA website, including	
website	the process, CE credits requirements, recommended	

books, samples, and other related items7. Maintain online training programa. Review and update segments of the online training program to ensure materials are aligned with best practices and the Study Guideb. Respond to questions from members regarding confusing/incorrect questionsc.c. Release new segments as neededc.8. Record keeping and administrationa.Coordinate with association management team to track CE credits for NCRWs and NCRW candidatesb. Coordinate with association management team to communicate with association management team to prepare certificatesJanuarya.Coordinate with association management team to prepare certificatesJanuarya.Coordinate administrative team/association management team to prepare certificatesJanuarya.Coordinate administrative team/association management team in receiving and distributing sample submissions and exams to graders**; troubleshoot issues as neededJanuaryb. Receive graded samples and exams; review/edit commentsPrepare final comments/recommendations for candidate, and notify candidates of decision e. Provide feedback to gradersOngoing9. Administer submission and testing processa.Provide personal training and mentoring of incoming replacement Certification ChairAs needed				
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	transfer		incoming replacement Certification Chair	

Average Time Commitment to Position: 6-15+ hours per month, varying depending upon the number of sample submissions and exams.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend the annual conference, and to serve for multiple terms.

Directors of Industry (1-year term): The general membership is represented by Directors of Industry in four categories: 1) experienced business owners (5+ years); 2) new business owners (less than 5 years); 3) military/workforce/community career services; 4) college/university career services.

There will be six positions, distributed in accordance with membership demographics. An atlarge representative may also be elected to champion special projects or membership needs (i.e. metro-area group development). The breakdown of the six positions will be determined by the Board each year prior to elections.

Directors of Industry (as part of the Board of Directors) vote on issues directly affecting the direction of the NRWA, including major financial and policy decisions, annual budget, dues pricing issues, organizational structure, long-term association policy, and endorsements. They receive the same benefits and are held to the same expectations as all other Board members.

Each Director of Industry will also serve on the marketing committee, focusing on one area of marketing identified by the Marketing Chair as being key to the overall marketing strategy. Directors of Industry may choose to recruit from the membership to fulfill this role in their stead, but appointees must be approved by Marketing Chair.

Du	ıty	Tasks	Timeframe
1.	Meetings	 a. Attend monthly meetings of the Board of Directors b. Contribute to Board discussions and decisions at monthly meetings c. Attend monthly meetings of Directors of Industry (led by Membership Chair) 	Monthly
2.	Solicit new members	a. Give input on new-membership target numbers	Beginning of fiscal year
		b. Work with Membership Chair to identify groups, individuals, and associations to solicit	Ongoing
		c. Instruct and guide new members through the benefits of membership	
		d. Provide membership information and materials through personal social media channels to maximize total reach	Ongoing
3.	Retain members	a. Maintain up-to-date renewal letter with benefits of membership (supply to Membership Chair)	Beginning of fiscal year
		b. Send out personal welcome email letters to new and returning members	Monthly
		c. Personal (phone) follow up for expiring or lapsed members, make every effort to salvage membership, address any concerns and identify solution to retain membership	Monthly

DIRECTORS OF INDUSTRY

4.	Promote member	a.	Hold regular meetings (at least quarterly) with	Monthly /
	networking		members of your industry to encourage networking	Quarterly
			and information sharing among members, address	Ongoing
			topics of interest to them and answer questions	
		b.	Participate in conference, training, and promotional	
			activities to create buzz for the NRWA events and	
			encourage member participation	
5.	Member	a.	Address member inquiries within 48 hours of	Ongoing
	satisfaction		receipt; escalate unresolved issues to Membership	
			Chair	
6.	Newsletter	a.	Solicit member feedback and successes for monthly	Bi-Annually
	contribution		newsletter per newsletter schedule; edit for brevity	
			and compile information into article	
7.	Provide	a.	Provide monthly membership report to	Monthly
	membership		Membership Chair prior to scheduled Director of	-
	report		Industry meetings	
8.	Carry out special	a.	Perform duties assigned by President, Executive	As requested
	requests		Board, or Membership Chair	-
9.	NRWA	a.	Participate in the planning and execution of a fun,	May -
	conference		networking-focused welcome reception event at the	September
	reception		annual NRWA conference	-
10.	Marketing	a.	Sit on Marketing Committee or recruit a volunteer	Ongoing
	committee		representative to assist Marketing Chair, accepting	0 0
			a designated role identified by Marketing Chair as	
			essential to overall marketing strategy (e.g.	
			newsletter development, new member	
			development, public relations, social media	
			marketing, content development, conference	
			marketing)	
11.	Knowledge	a.	Participate at the annual conference in formal	Annually
	transfer		training of new members of the Board of Directors.	
		b.	Provide personal training and mentoring of	
			incoming replacement Director of Industry	

Average Time Commitment to Position: 8-10 hours per month, with the majority of the work occurring near the time of the Board Meetings and Industry Rep meetings.

Expectations: Attend at least 75% of the board meetings during term of service and complete the duties above in partnership with the Board and administrative team. Strongly encouraged to attend the annual conference.

F. Committees

Standing committees include the marketing committee, certification commission / graders, the conference committee, the public image committee, and the written communications committee. The Executive Board may (by a majority vote) establish one or more ad-hoc committees to

report back to the Board on the matter(s) within the committee's jurisdiction. A quorum for the purpose of holding and acting at any meeting of a committee shall be a simple majority of the members thereof. Each committee of the Board shall serve at the pleasure of the Board. All actions and decisions of committees are under executive Board jurisdiction. Ad-hoc committee chairs are appointed by the President.

G. Association Management Team

The association management team (Bower Management) orchestrates administrative and operational efforts of the NRWA, serving under the direction of the President on behalf of the executive officers. The association management team implements the organization's short- and long-term goals and programs, serves as resource to committee chairs, enhances the NRWA's credibility and visibility, and facilitates member growth and program development.

The association management team is hired by the executive officers and compensated by NRWA. The association management team's specific tasks supporting the Board of Directors and the NRWA are outlined in the job description and is reviewed annually.

The association management team shall coordinate most of the logistics of the annual conference (taking the place of the Conference Logistics Chair).

Duty	Tasks	Timeframe
1. Board duties	a. Attend monthly meetings of the Board of Directorsb. Submit written activities report for Board review	Monthly

2. Choose venue	a. Collect quotes from top venues and coordinate	August -
based on location	with member in the host city to look at site *	September prior
chosen by	b. Contact services to use on a commission basis	to following
membership	to assist with negotiating costs (admin has	years' conference
membership	details *)	years connerence
	-	
	i. Site Fee (breakout rooms, room for	
	vendors, opening reception space)	
	ii. Parking	
	iii. Food, including reception, breakfast,	
	lunch, and potential snack and sodas at	
	break	
	iv. Audio visual (AV) equipment,	
	including screen size, projector (can	
	often bring our own) table, cords,	
	podium, sound, etc.	
	v. Internet	
	vi. Linens, chairs, table set up	
	vii. Service fees	
	viii. Room rates for members, including	
	details about room types available	
3. Solidify initial	a. Obtain board approval of site contract	September
contract	b. Work with President to sign initial agreement	prior to following
	with venue and with Treasurer to make deposit	years conference
4. Coordinate online	a. Prepare proposed budget and registration fees	September
registration	and gain approval from board	prior to following
	b. Coordinate with admin team to set-up and test	years conference
	all necessary features of online registration	
	system	
	c. Work closely with admin team to address any	
	problems with registration	
	d. Create on-line registration process on website	
5. Coordinate	a. Work with Conference Program Chair and	November
meetings	Immediate Conference Program Chair to create	
	a schedule of monthly Conference Committee	
	meetings	
	b. Confirm a timeline and assignments	
6. Set up special	a. Research and secure reservations for special	January/February
event	events in the conference location	
7. Coordinate with	a. Coordinate after sponsors purchase to ensure	February-August
sponsors	delivery of benefits (President or their	r cordary rugust
sponsors	appointee(s) will solicit sponsors)	
	b. Communicate logistics to sponsors before	
	conference (set-up times, table size, shipping	
	details, Wi-Fi/electricity, copy-ready	
	advertising deadline, and notebook content)	

8. Finalize contract	a. Discuss all relevant needs with hotel event	August in year of
with venue	planner, agree, and sign BEO (or secure the	conference
Banquet Event	President's signature)	conterence
Order (BEO)	i. Ensure speaker AV and other needs are	
Older (BEO)	met (talk to speaker chair to confirm) *	
	ii. Ensure food needs are met, including	
	vegetarian, Jewish, vegan, and gluten	
	free as needed *	
	conference areas, registration tables,	
	iv. Coordinate clean-up with board	
	iv. Coordinate clean-up with board members and hotel staff	
	v. Ensure all fees are outlined in BEO a. Determine volunteer needs and work with	On agin a through
9. On-site volunteer		Ongoing through conference
management	committee to assign conference duties *	
10. Manage	a. Work with admin team to prepare final list of	2 weeks before
participant check-	attendees, nametags, and other materials for	event
in process	registration table*	
	b. Manage day-of registration process *	
	c. Work with admin to process day-of payments *	
11. Arrive early to	a. Arrive the day prior to the event to meet with	Day prior to event
check on venue	venue event planner – make sure set up is as	
	agreed upon	
	b. Make sure hotel contact is accessible	
	throughout conference for last minute needs*	
12. Post-event	a. Work with Treasurer to process payments to	One week after
reporting	hotel and other vendors	event
	b. Finalize budget to share with board	

H. CEU Administrator position deleted 10-17

I. Other Paid Contractors

Paid Contractors are to be determined by the Executive Board and hired on an as needed basis, to include, but not limited to conference coordinator, webmaster, newsletter editor.

J. Special License Policy for Webinars (approved by full board 9/16)

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Corporate License: A non-member for-profit organization may purchase up to a maximum of three webinar licenses per calendar year at \$150 each. Each webinar license is good for one webinar and allows for unlimited internal use in a secure intranet platform and/or Learning Management System for the sole purpose of training its employees. The webinar may also be used in an internal closed meeting or learning environment. The organization's primary purchaser of the webinar must be a member in good standing of the NRWA. Failure to abide by terms of the license could result in permanent revocation of the organization's purchasing privileges, permanent revocation of the primary purchaser's membership, and potential legal action.

Nonprofit License: A local chapter of a nonprofit career development association or other local, regional, or national nonprofit organization with fewer than 50 members/employees providing career transition services/guidance to the community may purchase up to a maximum of three webinar licenses per calendar year for \$50.00 each. Each webinar license is good for one webinar and allows for unlimited internal use in a closed meeting or learning environment. The nonprofit organization's primary purchaser of the webinar must be a member in good standing of the NRWA. Failure to abide by terms of the license could result in permanent revocation of the organization's purchasing privileges, permanent revocation of the primary purchaser's membership, and potential legal action.