



Membership Application

Information & Instructions

The on-line membership application is available at www.hsmmai.org. To apply for membership off-line, complete & return this form.

The Hospitality Sales and Marketing Association International (HSMAI) 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 HSMAI Headquarters:
7918 Jones Branch Drive, Suite 300, McLean, VA 22102 ■ Phone: 703-506-3280 ■ Fax: 703-506-3266

Membership Information

NAME: _____ CERTIFICATION(S): _____
 POSITION: _____ COMPANY: _____
 MAILING ADDRESS: _____
 CITY/STATE/ZIP: _____
 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

- \$385 for the first, or only, member from your company
- \$690 for a two-year membership
- \$280 for each member joining from a company where a primary member has paid full dues (\$385) - both members must have the same mailing address

For companies enrolling 11 or more members, please contact Stacy Gleason at sgleason@hsmmai.org.

Partner/Service Provider Member Dues

- \$415 for the first, or only, member from your company
- \$715 for a two-year membership
- \$310 for each member joining from a company where a primary member has paid full dues (\$415) - both members must have the same mailing address

For companies enrolling 11 or more members, please contact Stacy Gleason at sgleason@hsmmai.org.

- \$70 Hospitality Student Rate (full time student) \$100 Hospitality Faculty Rate

PAYMENT METHOD:

- Pay by Credit Card - **Return this application by fax to HSMAI at 703-506-3266.**
 - Donate \$25 to the HSMAI 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 HSMAI, 1760 Old Meadow Rd., Suite 500, McLean, VA 22102.**
 - Donate \$25 to the HSMAI Foundation (Contributions are deductible under Section 501C(3) of the IRS tax code)

Check # _____ Amount of Check \$_____

Americas Region Chapters

Arizona

- Greater Arizona Chapter

California

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

Colorado

- Southern Colorado Chapter
- Denver Chapter
- Vail Valley Chapter

District of Columbia

- Washington, DC Chapter

Florida

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

Georgia

- Georgia Chapter (Atlanta)

Hawaii

- Hawaii Chapter

Illinois

- Illinois Chapter (Chicago)

Maryland

- Maryland Chapter (Baltimore)
- Washington, DC Chapter

Minnesota

- Minnesota Chapter (Minneapolis-St. Paul)

Mississippi

- Gulf South Chapter (Biloxi)

Missouri

- Missouri Chapter (St. Louis)

Nevada

- Las Vegas Chapter

New York

- Greater New York Chapter (New York City)

Ohio

- Ohio Chapter (Columbus)

Oregon

- Oregon Chapter (Portland)

Pennsylvania

- Northeast Pennsylvania Chapter (Scranton)
- Greater Philadelphia Chapter

South Carolina

- South Carolina Chapter (Charleston)

Tennessee

- Mid-South Chapter (Memphis)

Texas

- Austin Chapter
- Dallas-Ft. Worth Metroplex Chapter
- Greater Houston Chapter

Virginia

- Virginia Chapter (VA Beach)
- Washington, DC Chapter

Washington

- Washington State Chapter (Seattle)

Canada

- British Columbia Chapter (Vancouver)

Mexico

- Mexico Chapter (Mexico City)

**indicates a chapter under development*

Interested in starting a chapter in your area? Contact Margie Sheffer at msheffer@hsmi.org!

Industry Classifications

HOTEL/ASSOCIATE MEMBERS*

- AI - Airlines
- AT - Area Attraction
- CA - Casino
- CB - CVB/Tourism
- CC - Convention/Conference Centers
- CL - Cruise Line or Passenger Ship
- H1 - Hotel - DOM & DOS
- H2 - Hotel - all other managers
- H3 - Hotel - Corp, Regional, Nat'l Sales
- HM - Hotel Management Company
- MP - Meeting Planner/Event Manager
- RE - Restaurant/Dinner Theater/Catering
- RS - Hotel Representative Firms
- R1 - Revenue Manager at single property
- R3 - Revenue Manager at a corp/regional/nat'l office
- RM - Revenue Manager at a management company
- SM - Other Sales & Marketing Individuals
- TP - Transportation
- TT - Tour/Travel Agent/Destination Management

PARTNER/SERVICE PROVIDER MEMBERS**

- AD - Advertising
- AS - Association
- BI - Business Intelligence Company
- CM - Public Relations Agency
- CS - Consultant
- DM - Digital Marketing Agency
- EX - Exhibition Company
- HH - Recruiter/Head Hunter
- OT - Online Travel Agency
- PU - Publishing
- SP - Service Provider (audio-visual, entertainment, etc)
- TE - Technology Providers
- TR - Training Company

OTHER MEMBER TYPES

- ST - Full-time Hospitality Student
- FA - Hospitality Faculty
- RT - Retired but staying connected!