

Non-Dues Revenue



Innovative Publishing Sponsor Introduction





Andrew PulliamBusiness Development



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Meet Your Presenters



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Austin, Tx

Director of Product Quality



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Colorado Springs, CO
Customer Experience
Specialist





Total revenue: 95.7%

2016

Trade associations: 45.4%

Professional associations: 30%

Source: ASAE Foundation, Association Operating Ratio Report, 15th Edition





-4

Non-Dues Revenue

Let's talk about it!

- New Concepts
- Get in the Right Mindset
- Feeling inspired?
 - Scan QR code at the end for resource links
 - Jot down notes to take back to your team
 - Share what's worked well for you!









Non-Dues Revenue

Agenda

- Website Ads
- Member Directory
- Events & Add-Ons
- Bonus! Job Boards
- Discussion and Q&A





Advertisements



Homepage









Footer



ADVOCATE ENGAGE ABOUT US JOIN US **RENTERS**



WE MAKE IT HAPPEN













860 Airport Freeway Suite 101 Hurst, Texas 76054 United States 817-284-1121











Home Calendar Contact Us Member Login Join AATC

Search



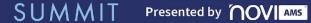
WALKWAY GRINDING & RAISING, INC. Slace, 1991

AFFORDABLE QUALITY WORK



Copyright © 2023 - Apartment Association of Tarrant County, Legal

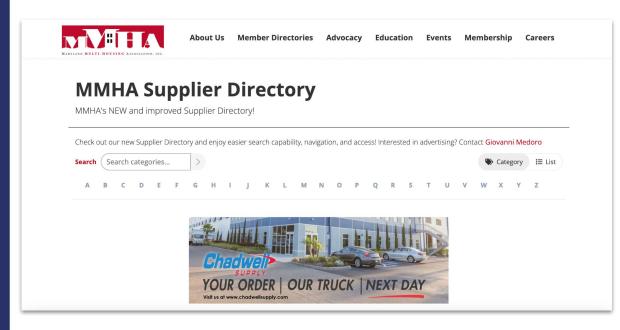








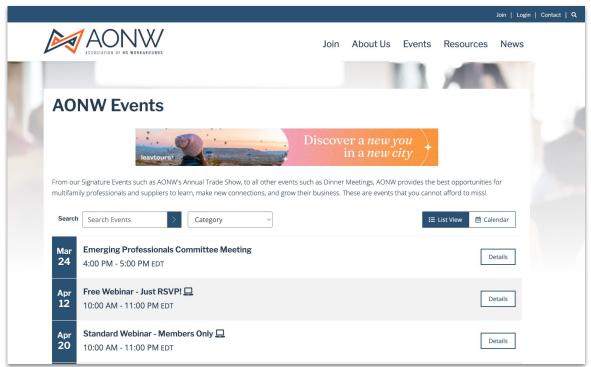
Directory



Description Sections







Static Pages



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Join About Us Events Resources News

The Department of Business and Professional Regulation (DBPR) and local code enforcement on occasion enforce the Florida state law that requires permits to be pulled for many



standard maintenance functions such as HVAC replacement, water heater replacement, etc. These inspections can be triggered by a complaint, randomly, or as a matter of routine. Most often violations or "unlicensed maintenance activity" result in civil citations, cease and desist orders, or fees. However, in certain circumstances, criminal charges can be levied by DBPR or law enforcement for particularly egregious violations (especially incidents with a negative environmental impact). Although this is a state law, the local government is the enforcement agency.





Member Benefits

Why Join AONW?

- Connected group of peers working on a common cause to advance the NoWorkarounds Industry.
- Ongoing Learning and Accredidation
- Advocacy at the National Level

Learn More!

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Where To Place Ads:

Custom Section



Join About Us Events Resources News



Local Issues

AONW Government Affairs

Advocacy History

AONW has a long history of effective local government advocacy on a variety of issues that impact our industry. AONW staff and Legislative Committee members closely monitor the actions of the municipal governments in the region to identify any local policy proposal that may help or challenge your business. Since local governments often move a lot more quickly as compared to the federal or state legislative bodies, it is critical that the industry responds rapidly to local government actions. Start making changes in realtime.

Results are best achieved through cultivating relationships long before we ever need to call upon our local elected leaders for assistance in supporting our industry. Below is just a campling of incure that have single over the part forwards.



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One Time Alerts





Creating & Rendering Ads



Static Image



- Create or obtain ad image
- Add to content region as regular image
- Link image to your advertiser's website, same as you create links in regular content!

Rotating Image



- Create a gif!
- Or use HTML Code creator to create rotating images
- Add code to your section

Third-Party



- For tracking and stats
- Google is industry leader
- Other customer examples:
 - o Powr.io
 - Ad Plugg









What Size Should Ads Be?



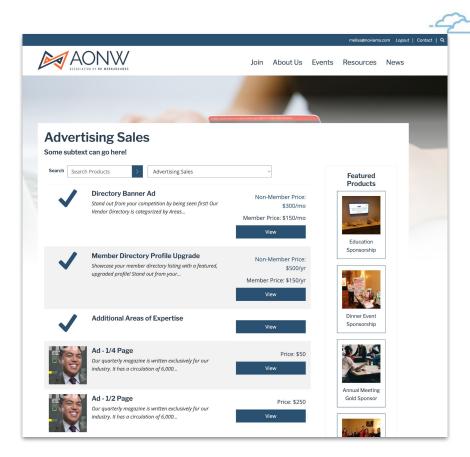






Sell Ads in Your Sleep

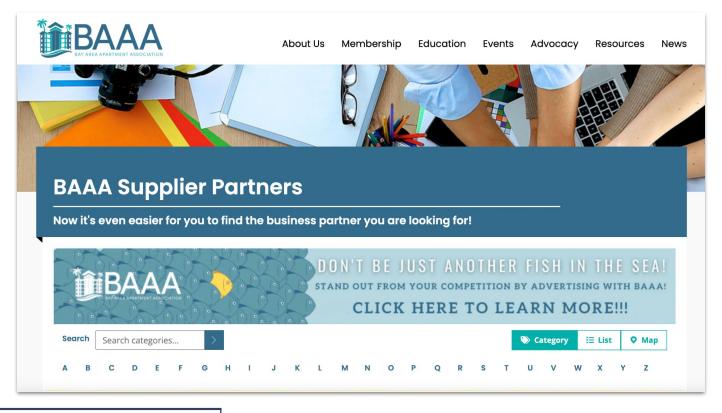
- Utilize Novi's Ecommerce products!
 - Create product category for ads
 - Add compelling descriptions + images
 - Keep it simple
- Share Your Advertising Ecommerce Product Link(s)
- Idea! Create subscriptions that auto-renew each year





Show Them What They're Missing!









Directories





Featured Listings

-

What if there was a feature you could spend < 1 hour setting up that could possibly generate enough revenue to pay for your Novi license in just a few years...



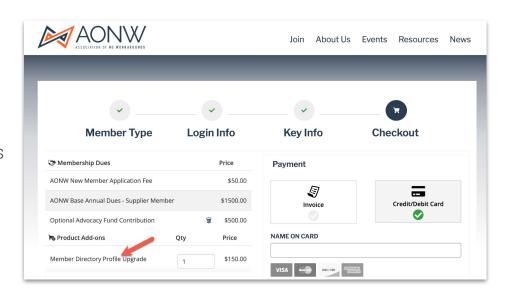




Upsell Featured Listings

Make it Known

- Upsell, upsell, upsell!
 - Add-on on new member applications
 - Offer as optional dues rule renewals
 - Set up as subscription ecommerce product (auto-renew!)
 - Link product at top of every directory
 - Add link to product in welcome emails

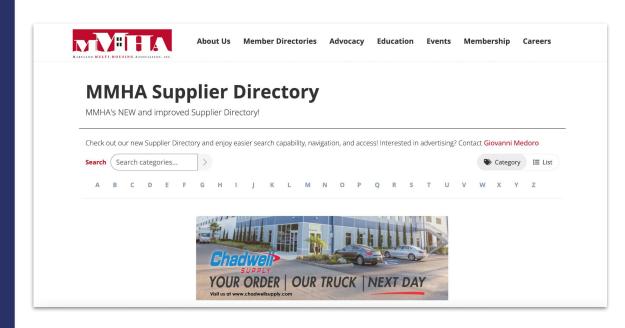






Category View

Add value and open up space for ads and content





Adding Value

Drive traffic to your directory

- Encourage Participation
 - Campaign members to add headshots/logos
 - Link directory in several places on site
 - Link to specific filters WITHIN a directory





New Group			×
*Name Category Doesn't Have Headshot/Logo		,	•
Limit to Specific Records OFF			
Conditions			
[AND]	+ ADD RULE	+ ADD GROUP	
Ⅲ Has a Headshot or Logo		⊞ Delete	
		AE Tip™	
Group Beneficiaries Extend group benefits based on an entity's relationship with the group member			
Group members only			
\bigcirc Group members & family members inheriting membership benefits			
O Group members & custom family members			
Cancel	ı	Save & Close	^

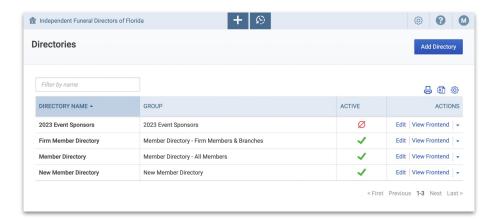




Adding Value

Drive traffic to your directories

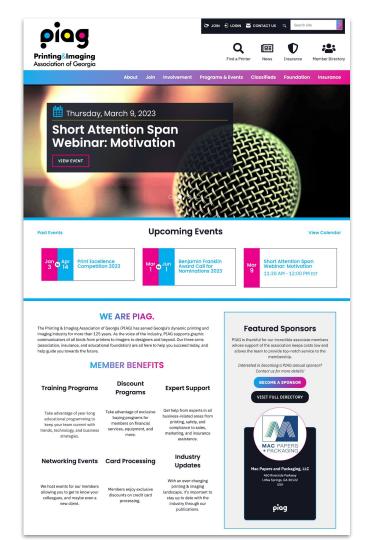
- Customize Your Directories
 - Created unlimited number of directories
 - Each directory is based off of a group
 - Ideas: Annual sponsors, event sponsors, new member directory







Bonus! Member Spotlight



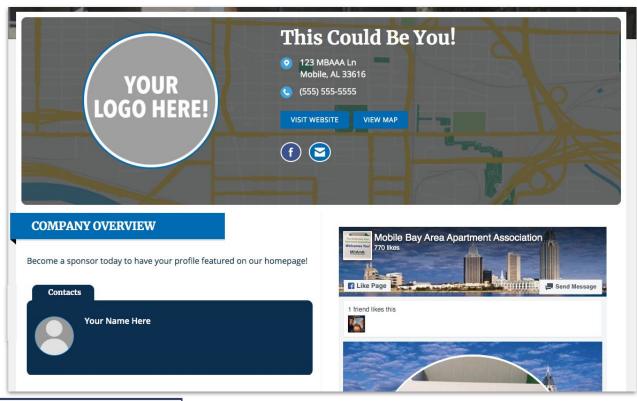






Show Them What They're Missing!









Events & Add-Ons





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Event Subscriptions

Increase event revenue and participation

- Increase event participation
- Bundle existing content (Consider implementing an LMS!)
 - Engage members year round
 - Include as a product add-on
 - Monthly or annual pricing

BayPass Education Annual Subscription - Discounted

Education



Save \$100 by paying upfront annually!

The BayPass program is exclusively available to BAAA member communities and companies! Participating in the BAAA program keeps your standard education program costs low, predictable, and provide a tremendous ROI for the community. Your team will have the opportunity to collaborate with their peers, expand their knowledge base and skill set, and dramatically expand their professional growth within your company!

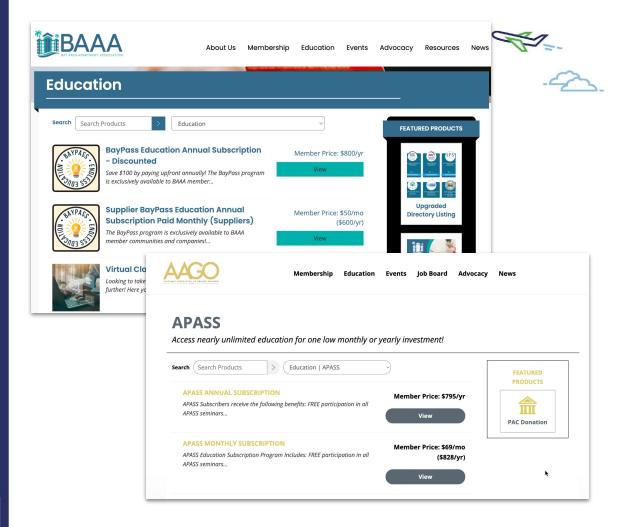
 Each member of the participating apartment community/supplier company's staff can attend as many (no limits) BayPass qualifying webinars, in-person seminars, or live cast seminars as they want for FREE including marketing, leasing, maintenance, landlord/tenant law, Fair Housing, and much more!







Event Subscription Store Examples



Utilize Event Content Areas



Novi Events Novi Support Novi Family Create Your Account



Novi Summit

Monday, March 6, 2023 to Wednesday, March 8, 2023

Embassy Suites by Hilton Tampa Downtown

513 South Florida Avenue Tampa, FL 33602-5401 United States



Suites in Downtown Tampa, FL!

This is a great opportunity to connect in person with other customers and the Novi team to learn and share through:

- . New This Year! Pre-Conference Workshops on Monday, 3/6
 - Novi Newbies SOLD OUT!
 - · Novi 2.0 SOLD OUT!
- · General group sessions
- · Breakout roundtable discussions
- . Opportunities to network and connect at the opening reception and other events as available
- · Dedicated time to share best practices among Novi users. Have a favorite way to use Events? Want to learn how you can use Novi at the next level? Come share and learn with your peers.

Oh, and we'll have some fun too! Check back for updates to our agenda below as we add more available activities.



'Here's what Novi Summit is not: It's NOT a boring week of training. It's NOT just the Novi staff talking at you. It's NOT just for the Power Users. Quite the contrary - the Novi Summit is a community gathering of like-minded association professionals sharing best practices, learning from one another, and formulating valuable relationships that continue far beyond the gathering."

- Chris Dean, VP of Communications & Marketing, AAMD

6 Add to Calendar

Pricing

Regular Rate: through 2/6/2023

General Registration | \$549 Pre-Conference Workshop | \$74

Late Rate: after 2/6/2023

General Registration | \$599 Pre-Conference Workshop | \$99

Thank you to our Sponsors!















Agenda

March 6

5:00 PM - 7:00 PM

Pre-Conference Workshop - Novi Newbies For those newer to the Novi platform or those looking 1:00 PM - 4:00 PM to brush up on the basics, attend our pre-conference workshop! Pre-Conference Workshop - Novi 2.0 (SOLD OUT)

1:00 PM - 4:00 PM For those looking for a bit more advanced level training, attend our Novi 2.0 workshop to sharpen those skills.

Opening Reception

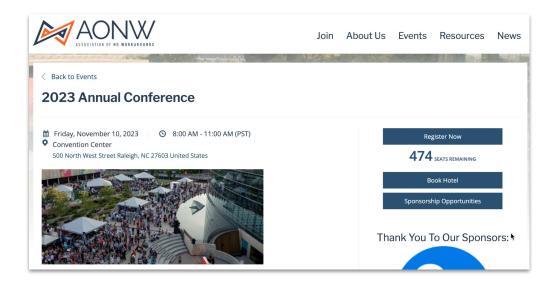
We can't wait to see everyone at our opening reception at the pool deck of the Embassy Suites! Appetizers &

Presented by \(\begin{align*}
\text{OV AMS}^2





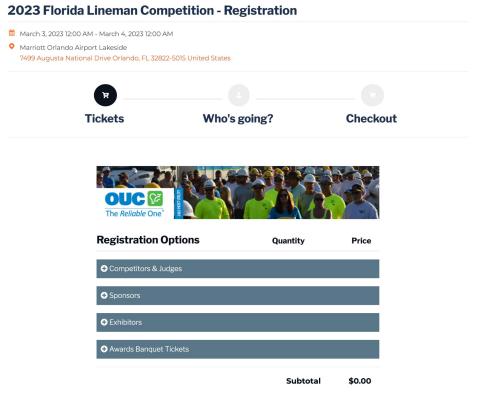
Event Secondary Call to Actions



Utilize Event Content Areas



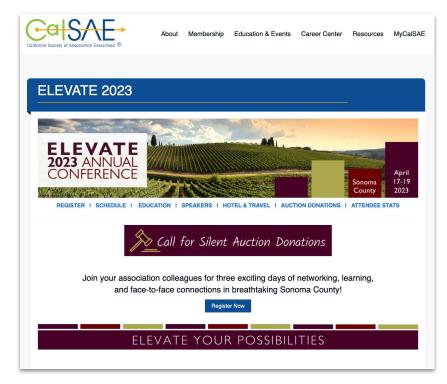








Create An Event Microsite







Utilize Home Page Content Areas









Product Add-ons

- New Member Sign Up
 - Association swag
 - Educational materials
 - Optional Dues Rules
 - Upgraded directory listings
 - PAC or Foundation donations
 - Set a minimum or suggested donation amounts
- Event Registrations
 - Conference swag
 - Sponsorships
 - Upgrades
 - Experiences







Bonus! Job Boards



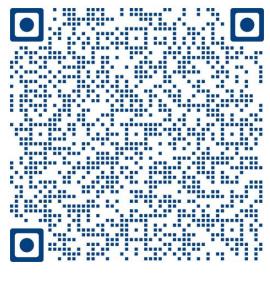


Discussion & Questions



Resource Links







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