

NEWS

AMC Institute's Online RFP Program Gains Popularity

By Kevin Eaton

The AMC Institute has seen a 30 percent increase in the use of its online request for proposal tool that enables associations to solicit proposals from more than 150 association management companies.

The AMC Institute unveiled the tool in 2004 and since then close to 100 associations have clicked their way to a new management company.

"Clearly, associations are discovering that AMC Institute is the place to turn for the perfect AMC pairing," said Sue Pine, executive vice president, AMC Institute. "In 2005, AMC Institute saw 27 RFPs come through our online site. In 2006, there were another 30 and now, 10 months into 2007, we're thrilled to report a record 39 RFPs launched already via AMC Institute's RFP Web page. It's really a win-win for associations and AMCs alike."

The tool was initially created because the institute received so many calls from people looking for an association management company.

With out the tool volunteers at associations would have to first figure out how to write a request and then search for association management companies to send the RFP to.

"We know that association leaders are pressed for time. Just as we advocate AMCs (association management companies) as a simple solution for association management, we've make finding them just as easy, effective and

accessible," said Pine.

The AMC institute attributes the growth in popularity of the tool to the rise in prominence of association management companies, due in part to their work.

The institute also notes that the number of associations being created has not slowed down in recent years and many need partial or full management.

"We are able to give them a better match. If they need someone specialized in medical associations or if they need a boutique really we can find them what they need," said Pine.

Those using the tool are walked through the steps to submit an online request. The applicant fills out an overview of their organization including IRS classification, number of local chapters and membership benefits. Information about what kind of management company is needed is included as well as the organizations own RFP, if they desire, and then it is submitted to more than 150 management companies.

The companies are notified by email that someone has posted a new RFP on the AMC institute site and can then start submitting proposals.

"Using the RFP tool, we quickly received 10 responses, four of whom we interviewed, then we narrowed it down to two and ultimately selected our new management company," said Mark Schilansky, president of American Institute of Parliamentarians. "I would absolutely recommend this service to any association leader in the country."



On Nov. 29, 2007, The Fairmont Washington, D.C., held its Fourth Annual Tree Lighting for Toys for Tots. Master of Ceremonies WTOP Radio's Man About Town Bob Madigan introduced Santa Claus and Rudolph as they made their first official appearance of the year. The hotel's holiday tree and crystal garden will be on display until mid-January. (Photo by Neshan Naltchayan)

HOTS

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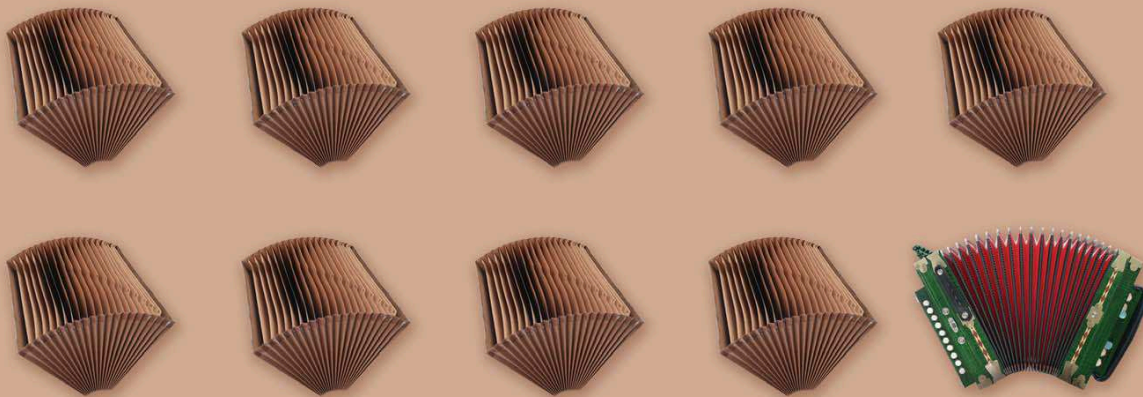
icon is on the left then so is your tank. If it's on the right then voila the tank is on the right... except on HOTS' car where the gas tank is on the driver's side notwithstanding the icon says it should be on the passenger's.

Nevertheless HOTS was glad to get this email in case it ever needs to rent a car. Though eyeballing the gas cap's location wouldn't hurt either.

HOTS read that Elmo Shropshire, the man who sang the holiday classic Christmas song "Grandma Got Run Over By A

Reindeer", is facing a \$2 million lawsuit filed by a company claiming he interfered in a \$1 million merchandising deal. The company, The Fred Rappoport Co., was one of the producers behind the 2000 animated show of the same name. While Rappoport alleges it has the right to use the song for products featuring show characters, Elmo says he owns the copyright to the song.

As a result, HOTS has learned, the unfortunately named Shropshire sent cease-and-desist letters to two companies with whom Rappoport had merchandising deals, sparking the lawsuit. Personally, HOTS doesn't know what it feels like to get run over by a reindeer, but thinks it's probably better than getting run over by exorbitant lawsuit fees.



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