



Vendor Prospect Information

IACC Affinity Program

The IACC Affinity Program is a membership benefit available exclusively to members of the International Association of Commercial Collectors (IACC). Through the Affinity Program, IACC members receive discount pricing on products and services specific to the collection industry or business operations.

The IACC Affinity Committee works diligently to negotiate preferred pricing and discounts from vendors. The savings plans are designed to make IACC membership an even greater value and to support the cost-conscious operations of IACC members' commercial collection businesses.

IACC Affinity Program Vendor Qualifications

- Any company that provides quality products or services to the Commercial Collection Industry is eligible to apply for consideration by the IACC Affinity Committee. In addition, vendors that provide general business solutions will also be considered.
- Only one vendor will be selected per product/service line.
- When applicable, vendors are encouraged to hold an IACC affiliate membership (applies to companies providing products/services directly related to the commercial collection industry).

Benefits for Affinity Program Vendors

- New vendors are announced to IACC members via an IACC generated promotional email.
- Affinity Program services/products are featured on the IACC Website Affinity page.
- Affinity Program vendors are promoted in every issue of the IACC newsletter, *Scope*.
- Affinity Program vendors are promoted in program materials at IACC's two national annual conferences.
- Vendors receive access to the IACC member mailing list once a year.
- Vendors may display the IACC logo on their Website and materials.
- Vendors are encouraged to expand their exposure by exhibiting and sponsoring at the IACC Annual Convention.

Review and Selection Process for Prospective Affinity Program Vendors

- Prospects must submit a written proposal which includes the following:
 - » Name of the vendor company
 - » Contact information and name of key contact individual
 - » Description of products/services
 - » Description of discount offer and/or additional benefits that will be made available exclusively to IACC members
 - » Special instructions IACC members must follow to redeem the discount
 - » Three customer references
- The IACC Affinity Committee will review the prospective company and their product/service for reliability, reputation and integrity. Vendor provided references are checked and the committee may survey IACC members currently using the vendor.
- The Affinity Committee will present a recommendation regarding the prospective vendor to the IACC Board of Directors for the final selection decision.
- Once approved, IACC works with the vendor to finalize a licensing agreement.
- IACC announces the addition of the program vendor via an email notification and announcement in the newsletter, *Scope*.

About IACC

With members throughout the U.S. and in 25 other countries, IACC is the largest organization of commercial collection specialists in the world. IACC contributes to the growth and profitability of its members by delivering essential educational and professional tools and services in a highly collaborative and participatory environment. For more information, visit www.commercialcollector.com.

For more information, or to submit a proposal, email iacc@commercialcollector.com or call 952-925-0760.