



**What can we do
for you?**

Benefits . . .

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Briefer's Notes

Intro
Let's face it, there are many worthy items vying for your time and money. However, very few offer a satisfactory return on investment. Is NCMA any different?
Good question ... I'll go through some of what we have to offer then...
You make the call!!
Let's look at some of the valuable benefits.

What can we do for you?

- **CM Code of Ethics**
- **Contract Management magazine**
- **Journal of Contract Management**
- **CM News monthly email**
- **Salary Survey**
- **Professional Certification programs**
- **Webinars**
- **E-Courses online**
- **National Education Seminars**



Briefer's Notes (continued)

NCMA is proud of its track record on ethics. In that, I am not aware of any "active" member who's even been thought to have issues here. In fact, the opposite is true. Keep in mind also, we do not have an agenda for or against government or industry. Our highest goal is to be useful for contract's professionals in both arenas.

Show at least one current copy of the monthly CM magazine and some articles within. Notice that although not all articles deal with contracts topics, all can help to make you a better person and contracts professional.

Show the annual JoCM and a recent monthly CMNME

Each year NCMA sends it's members a survey to determine range of incomes based on position, education, location, etc. None of the data collected is attributed to an individual.

There are 5 main certification programs:

- > Certified Professional Contract Manager (CPCM) - knowledge of the contract management competencies in the Contract Management Body of Knowledge.
- > Certified Commercial Contracts Manager (CCCM) – UCC knowledge.
- > Certified Federal Contracts Manager (CFCM) – FAR knowledge.

Note: Eligible veterans may be able to obtain reimbursement for the 1st 3 through the VA. Relatively new ones for industry are:

- > Industry Certification in Contract Management–Defense (ICCM–D) – Industry equivalent to above – Defense concentration.
- > Industry Certification in Contract Management–Federal (ICCM–F) - Industry equivalent to above – More general to federal.

Tell of the most recent Webinars GSAC held (Protests, Cost or Price Analysis, and Declining Budget Issues). As of this briefing (1/30/14), the next new one is on the topic of the ACA (2/6). Earlier this month, webinars were on Market Research and Defense Acquisition System Operations.

NESs provide timely, relevant, and informative training. When there is sufficient interest and funds allow, GSAC will sometimes host one.

GSAC provides a certificate including CEUs (etc.) for all training it holds.

These are cool; but, there's even more...

What can we do for you?

- **Additional Education Conferences**
 - **Government Contract Management Conference**
 - **Aerospace and Defense Contract Management Conference**
 - **World Congress**
- **www.ContractManagementJobs.com**
- **Networking Opportunities with Industry Leaders**
- **Chapter Affiliation**
 - **GSAC online at www.gsacncma.com**
- **Membership Partners**
 - **AFLAC**
 - **GEICO**
 - **Bank of America Platinum Plus MasterCard**



Briefer's Notes (continued)

HQ varies locations to encourage widespread attendance opportunities. In March 2012, the A&DCMC was in Austin. Also, Small Business Contracting Community and Mid-Year Leadership Conferences (had one here in SA a few years ago). You can set up a pretty good job search via the Jobs site.

Regarding Networking Opportunities, NCMA's Executive Advisory Council boasts a who's who of experienced and influential executives from The Boeing Company, Wells Fargo, KPMG, iRobot, and Lucent Technologies to the Department of Energy, Federal Aviation Administration, and Defense Acquisition University. Relay previous experiences and local who's whos.

Chapters are usually in great need of volunteers for many positions. The more involved you get, the more people in the field you meet ... networking. Folks will only get out of the contracting field, NCMA membership, and chapter involvement what they're willing to put into it. When you do join NCMA, please use chapter code 056 so we can include you easier with our updates.

GSAC normally updates its website monthly. This site has a wealth of useful information mainly for contracts professionals (a contracts resource page, links to social media, relevant employers, etc.). However, there are also items regarding local attractions, humor, and more. I've found other chapter sites may look prettier, but none with as many links on relevant topics.

If you don't already have an established relationship with insurance firms or credit card company, these may be well worth looking into.

Okay, you sold me! How much is it and how do I join?

NCMA Membership*

New Member/One-Year - \$175
Includes \$25 initiation fee for new members.

Renewal Member/One-Year - \$150

New Member/Multiple Year Memberships:
2 Years - \$310
3 Years - \$430

Renewal Member/Multiple Year Memberships:
2 Years - \$285
3 Years - \$405

New Professional Member/One-Year - \$110
Includes a one-time \$25 initiation fee. This membership is for those individuals who are age 33 or younger on the date they join NCMA.

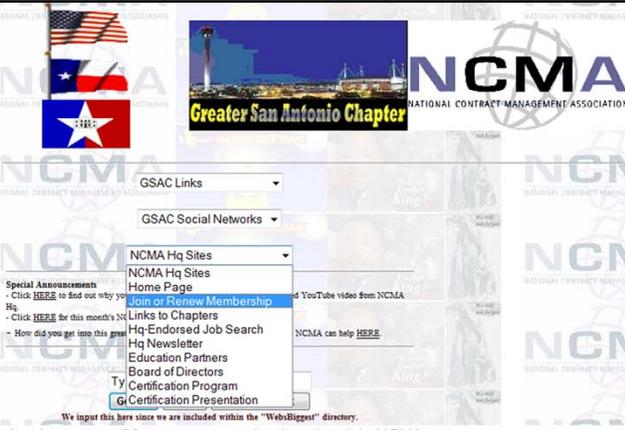
Renewal New Professional Member/One-Year - \$85
This membership is for those individuals who are age 33 or younger on the date of their renewal.

Member Pro Vita - \$1,250
NCMA membership for life.

Retired Member/One-Year - \$65
Individuals who are neither employed nor self-employed, and are current members of NCMA.

Student Member/One-Year - \$35
This membership is for those individuals who are full-time students in an accredited, degree-granting institution, and do not hold full-time employment in contract management or a related field.

* All prices are listed in US dollars.



The screenshot shows the NCMA website interface. At the top, there is a navigation bar with the NCMA logo and the text 'Greater San Antonio Chapter'. Below the navigation bar, there are several dropdown menus: 'GSAC Links', 'GSAC Social Networks', and 'NCMA Hq Sites'. The 'NCMA Hq Sites' dropdown menu is open, showing a list of links including 'Home Page', 'Join or Renew Membership', 'Links to Chapters', 'Hq-Endorsed Job Search', 'Hq Newsletter', 'Education Partners', 'Board of Directors', 'TY Certification Program', and 'GI Certification Presentation'. The 'Join or Renew Membership' link is highlighted in blue. In the background, there is a map of the United States with a red star over Texas, indicating the location of the Greater San Antonio Chapter.

Briefer's Notes (continued)

...this shows access information and the costs.

Notes

- 1 - there are further discounts for multi-year or lifetime memberships.
- 2 - those under 33 and full-time students get a real good deal.

If you sign up online, please insert "Greater San Antonio / 056" as your chapter preference and "Ed Norton" as your sponsor.

Or, I have hard copies with that information prefilled for you to complete if you'd prefer.

Well, we've discussed how NCMA benefits are a great return on investment. Now, the decision is yours...

Where do I sign up?

Questions / Comments



Briefer's Notes (continued)
...your turn.