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**Membership Committee**

**April 4, 2017**

**Aviara B**

**JPA Annual Meeting, Park Hyatt Aviara, Carlsbad, CA**

**8:00 am**

**AGENDA**

1. Call to Order (M. Brothers)
2. Antitrust compliance reminder (Staff)
3. Approval of minutes of previous meeting\* (M. Brothers) *Att. A*
4. Membership Renewal Report (J. Wolters) *Att. B*
5. Recruitment & Retention
   1. 2017 Outstanding Member Company Outreach (J. Wolters) *Att. C*
   2. Company Visits (C. Freysinger)
   3. 6 month phone calls to new Members (M. Brothers)
   4. Warning signs & endangered members (M. Brothers & C. Freysinger)
6. Annual Meeting Outcomes (M. Brothers)
7. Marketing Materials (J. Wolters) *Att. D*
8. Other Business
9. Next meeting
10. Adjourn

**\* action needed**