

Dear Eric,

Congratulations Eric! ELUS Company is about to enter Year 3 of MANA membership.

MANA representative members tell me that prospective principals look at representatives' years as a MANA member as one way to quickly rank lists of representative firms they'll interview to represent their companies. Manufacturers know that the best representatives make a commitment to continuous improvement and use MANA's member-only educational resources and Agency Sales magazine to make their agencies better every year. And the longer an agency has been a MANA member, the more time they've had to capitalize on those resources.

But MANA representative members often tell me that getting new lines is not the most important reason they belong to MANA. Our representative members are proud of what they've accomplished, and they express their pride in their agency through membership in the world's most prestigious representative association. MANA representative members are an elite, highly professional group that gives back to the representative profession through membership in the association that is dedicated to advancing the professionalism and utilization of independent manufacturers' representatives.

Eric, you've earned the right to express your pride in your agency, and here are three ways to do it:

1. Use this link to download and print the ELUS Company MANA Member in Good Standing Certificate <http://www.manaonline.org/members/ELUSCO/cert>
2. Add this ELUS Company MANA Member in Good Standing web page link to the signature line of your emails: <http://www.manaonline.org/members/ELUSCO>.
3. [Download the MANA member in good standing logo](#) to use on your web site.

Again, please accept my congratulations that ELUS Company is about to enter Year 3 of MANA membership. Giving back to your industry through your support of MANA is commendable, Eric. I hope that you will never hesitate to let me know if there is any way MANA can support you or ELUS Company. My email is ccohon@manaonline.org and my cell phone is (847) 404-2550.

Thank you for your support!

Best regards,

Charles M. Cohon, CPMR

CEO and President

Manufacturers' Agents National Association
6321 W Dempster Street
Suite 110
Morton Grove, IL 60053
(949) 427-3027 direct
(877) 626-2776 U.S. toll free
(949) 855-2973 fax
<http://www.manaonline.org>