



Qualifications for NMG Membership

Full Membership

A class of member shall consist of those manufacturers in the electrical industry who sell their products, wholly or in part, through independent sales representatives. Such member shall be entitled to and inured of such rights and benefits, duties and obligations of the aforesaid association as shall be determined from time to time by the Board of Directors, except as enumerated in this section, and provided that such firm or corporation:

- ✧ Has no interest adverse to, or in conflict with, the Association, its general membership or its purpose.
- ✧ Agrees to pay the dues established by the Association for such class of membership.
- ✧ Agrees to support the purpose of the Association and the independent sales representative sales model.
- ✧ Agrees to subscribe to and to adhere to the manufacturer code of ethics as established by the Association.
- ✧ Has received the recommendation of at least two current Representative Members for admission into the Association.
- ✧ Maintain an independent sales force which is responsible for at least 25% of the Manufacturer Member's company's and/or division's annual total sales revenue.
- ✧ Has had at least five Representative Members under contract for a minimum of one year.
- ✧ Has an established an office located in the United States and is duly registered as a Corporation, LLC or other form of Corporation in any state in the United States for at least one year or has an established office located in Canada and is duly registered as a form of corporation at the federal or provincial level for at least one year.



Associate Membership

There should be a second class of member, entitled Associate Member, who, although they do not qualify for full membership under the Constitution and By-Laws of this Association, shall be entitled to and inured of all rights and benefits, duties and obligations, of the aforesaid full membership as enumerated above, except that:

- Associate members shall be eligible to qualify provided that such manufacturer has had at least three but no more than 5 NEMRA Representative Members under contract for at least one year prior to application.
- Associate members shall not hold any office whatever, either elected or appointed in the Association.
- Associate members upon meeting the requirements of having at least 5 NEMRA Representative firms willing to be references for admission shall immediately be granted full membership in the Association without further action.

NMG Membership Dues

Annual U.S. Sales	Annual Dues
<\$50M	\$2,750
\$50M - \$100M	\$3,000
\$100M - \$250M	\$6,000
\$250M - \$500M	\$9,000
\$500M+	\$12,000

How Dues are Determined

Dues are based on your reported annual U.S. sales volume sold through independent sales representation. For manufactures with divisional or profit center structures:

- Each division must report sales separately, even if divisions share the same corporate umbrella.
- Divisions serving the same market but offering different brands or product lines, and requiring separate sales teams, are treated as distinct entities for dues calculation.
- This ensures dues reflect the resources and representation each division requires.



What if You Don't Qualify for NMG Membership at all?

NEMRA can still help if you do not qualify to join NMG, because of a lack of experience with Reps. The best course of action would be to [submit a RepConnect](#), to initiate the process of gaining experience and building your sales organization with NEMRA representatives. To learn more about the RepConnect process, visit [our website](#).

Once you submit a RepConnect and provide the content for us to build out your posting, we will provide you with a preview before it is sent out to our rep membership. Content includes company logo, as well as product images, literature, or videos that you would like to feature. The main goal of a RepConnect is ultimately to help you qualify for membership and join NEMRA, so we are interested in companies who want to be a part of the association long-term and those who would otherwise qualify for membership.

Re-Entry Policy

If you were a previous member of NEMRA and wish to re-join, please contact Jennifer Valler at jvaller@nemra.org to understand our re-entry policy and process.