



Your Classification In The T.E.A.M.

Your classification within the Tacoma Executives Association is yours exclusively. It is your area of expertise and we take the protection and division of our members' classifications very seriously.

Classifications are determined in a number ways. First and foremost is the percentage of income a business realizes from each product or service. Sixty-percent is a starting point.

When deciding whether or not a particular firm qualifies for membership or a certain classification is "open" to applicants, the Board of Directors must look at the "Industry Standard".

Is it normal and expected (prudent and reasonable) that most or all of your competitors offer the same complete line of products and services as you? OR do you also provide a unique "niche" product or service?

The Board of Directors does not wish to restrain or limit your success in the T.E.A.M. by admitting firms who offer a portion of what you do, but must balance needs of the association with that of individual firms. If your profile looks like this:

<u>Product/Service</u>	<u>Product/Service</u>
60 %	5 %
20 %	5 %
10 %	____ %
TOTAL: 100 %	

and the board determines that your "Industry Standard" does not include those two 5% areas, those classifications may be open for firms that do a **majority** of their business in those areas. We hope that your firm and a firm so closely related would be able to refer to each other!

NOTE: As time passes, many business change their focus and emphasis. If your primary income area changes, it is incumbent upon your firm to advise the Board of Directors of such a change. If the proper classification is not currently held by another TEA member, you may request a classification change.

Please complete this section for all areas your firm covers:

Company Name: _____

Requested Classification: _____

Products/Services/Areas that your business provides, divided by income:
(Please *asterisk areas that most of your competitors do not offer.)

<u>Product/Service</u>	<u>Product/Service</u>
_____ %	_____ %
_____ %	_____ %
_____ %	_____ %

Signature: _____

Date: _____