the iA institute

2022 MEMBERSHIPS

consumer relations consortium
connect | collaborate | advance

innovation council
think differently

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YOUR SEAT AT THE TABLE

www.crconsortium.org

WHO'S IT FOR?

Agencies, Collection Law Firms, Debt Buyers, Legal Networks
General counsel, CCOs, VPs of legal/compliance, and C-suite executives who wish to influence policy and collaborate with the industry's leading thinkers.

Creditors
Agency managers and collections/recovery leaders who need to stay at the forefront of collections compliance and policy developments.

Tech Providers
Leaders who need to stay on top of the regulatory landscape in order to understand their clients' challenges.

Consultants
A select number of industry experts who bring a unique perspective and value to the group.

WHAT DO MEMBERS DO?

Engage in true back-and-forth discussion in a small setting with regulators, consumer groups and policy thought leaders you won't meet at industry conferences.

Collaborate regularly with the leading thinkers in the industry. Sessions and projects build on each other over time to create practical tools that assist in solving the latest compliance challenges (such as consent management, data privacy or robocall blocking and labeling).

HOW DOES IT WORK?

Meetings & Discussion Sessions
Members gather 2x/year (April, November) in Washington, D.C. and have a weekly opportunity to engage in collaborative discussion in real time as new developments occur.

Working Groups
Members can choose to participate in working groups to advance the industry in areas such as drafting rule comments, proposing FAQs to state or federal regulators, or engaging with consumer advocates.

Legal Advisory Board
A Legal Advisory Board of experienced private practice attorneys supports the efforts of the CRC to advance its policy agenda.

Leadership
The group is led by an Executive Director and Steering Committee who meet weekly to discuss new developments and guide initiatives.

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WHERE INNOVATORS CONVERGE

www.iAinnovationcouncil.com

WHAT IS IT?

An ops, strategy and tech membership group for organizations that understand their future depends on thinking differently, and being at the forefront of analytics, communications, payments, and compliance technology.

The Innovation Council is a club where you get time to develop relationships with industry leaders, where you work together to solve industry problems, and where collaborations emerge because we facilitate the right kind of interactions to make it happen. The agenda is specifically tailored for strategy and tech leaders.

WHO IS IT FOR?

Product, tech, strategy, analytics & ops leaders from organizations across the collections and call center ecosystem; and chief executives who make strategic and investment decisions to buy or build new technology.

WHY JOIN?

Bottom line: Because we put you in the room with the people who can make a difference to your business.

WHAT'S INCLUDED?

Meetings
Members gather 2x/year (April, November) in Washington, D.C. and once virtually (July) to collaborate on solutions to industry-wide challenges, to discuss what's new, to hear updates from working groups, and to move projects forward.

Working Groups
Members can choose to participate in working groups to advance the industry in areas such as preference management or data stewardship.

Thought Leadership
A continuing series of articles and interviews by/with Council members and featured on insideARM and in the iA Strategy & Tech newsletter. These position members as thought leaders and publicly associates them with the Gold-Standard iA brand.

Agencies & Debt Buyers: Learn from your most innovative peers, and get exposed to what's new.

Tech Firms and Consultants: View this as an ongoing focus group of key decision makers, and an opportunity to develop deep relationships with potential partners and clients.

Creditors: Understand what the most innovative service providers can do and where strategies are headed.

ANNUAL CORPORATE MEMBERSHIP FEES

	consumer relations consortium connect | collaborate | advance	innovation council think differently	Bundled Membership
Collection agencies, collection law firms, debt buyers, legal networks	$9,500	$7,700	$13,300
Data/Tech Providers -Early stage (under $2M) -Established	$4,700 $9,500	$4,700 $7,700	$7,050 $13,300
Creditors/Lenders	$6,400	$3,200	$7,200
Consulting Firms	n/a	n/a	$12,000
Legal Advisory Board	n/a	n/a	$5,300

An additional registration fee applies for November & April in-person meetings in Washington, D.C.: $360/pp for CRC or IC only; $560/pp for both; $275/pp for virtual participation. A maximum of 3 individuals per organization may attend in-person meetings. All must have non-sales roles. Fee for virtual-only meeting in July is $100/pp.

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2022 DATA/TECH PROVIDER MEMBERSHIP DETAIL

Membership includes

Value

early stage | established
(under $2m)

- CRC corporate membership — $4,700 | $9,500
- Innovation Council corporate membership — $4,700 | $7,700

CRC - Your seat at the (compliance & regulatory) table

- Two in-person meetings in Washington, DC (April, November)
- Weekly virtual collaboration session about real time developments
- Ad hoc targeted working groups
- Opportunity for your participating leaders to list membership in CRC as a role on your LinkedIn profile, associating you and your brand with the highly-respected iA and CRC brands.

Innovation Council - Where collaboration starts

- Two in-person meetings in Washington, D.C. (April, November)
- One virtual meeting (July)
- Ad hoc working groups
- Opportunity to help shape periodic member benchmark surveys
- Opportunity to participate in Think Differently thought leadership content series (article by, or video interview with, a member of your leadership team), featured as the top story on insideARM and the Daily Insider on the day of publication.
- Opportunity for your participating leaders to list membership in Innovation Council as a role on your LinkedIn profile, associating you and your brand with the highly-respected iA and Innovation Council brands.

Total value over $17,200

early stage | established

Bundled fee $7,050 | $13,300

MEMBER FEEDBACK

The cooperative vibe of the group has been striking.
Dax Nelson, VP Customer Success - DAKCS

CRC meetings remain my favorite events to participate in. I appreciate the environment that separates strategy from tactical. Get innovators in the room and say what it is we want to solve. I come here to take these dreams and ideas back to the office.
Peter Ghiselli, VP Collections - TransUnion

I love that we can have non-sales conversations. **You get the right people, at the right level, in the room.**
John Telford, former President, Financial Services - Revspring

Thank you for organizing another successful meeting. **I can only imagine how much time and effort goes into each one.** There is a great mix of people and I will keep pushing for more of my clients to get engaged.
Lance Black - Radius Global Solutions

Today's meeting with consumer advocates was a home run. Thanks for letting me participate.
Larry Laskey, VP & General Counsel - Windham Professionals

The CRC meeting was by far the best single event I have gone to this year. I am looking forward to the next meeting.
Ben Pou, Director of Accounts Receivable Management - W.S. Badcock

I am extremely impressed with you and with your team. This meeting marked my one year anniversary of attendance and **I can honestly say I have learned something with every trip to D.C**.
Michael Kane, IT Manager, Inventory Excellence & Vendor Ops - Unifund

I love the table discussions, the break out of operations vs owners vs clients. **I like how you are able to get education from the vendors without it being a sales cycle. That is a challenge and well done!**
Tina Hanson, EVP & Chief Strategy Officer - State Collection Service

I was very impressed with the meeting. **The content you are covering is spot on. Even though I came into this after most of the projects discussed are underway it didn't feel awkward.** It was a high value meeting.
Chris Dunkum, President - First Collection Services

This meeting was refreshing and exciting. **I appreciate the group's forward thinking, practical and collaborative approach.**
Lauren Valenzuela, Compliance Counsel - Performant Corp.

With each insideARM event that I attend, the more impressed and appreciative I become of you and your team.
Ralph Liberio, President & CEO - NCB Management Services

It felt like **we were actually working towards improving our industry and its regulation** as opposed to using a conference as an excuse to get out of the office. It was really quite refreshing.
Chris Meier, GC, The CMI Group

I continue to stand in awe of what you are able to put together and the insights you have in to the industry and innovation.
Dan Womack, Sr. Director of Engineering - Ontario Systems