

MARCO MEN'S CLUB IMPLEMENTATION PLAN FOR SHIFTING THE MEMBERSHIP YEAR TO THE CALENDAR YEAR

SEE NOTES	2020												2021												2022
	1	2	3	4	5	6	7	8	9	10	11	12	1											JANUARY - DECEMBER	
	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	All Year
CURRENT MEMBERS																									
MEMBERS WHO PAID THEIR DUES IN THE APRIL-JUNE 2019 COLLECTION CYCLE ARE PAID UP UNTIL JUNE 30, 2020																									
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>	12 MONTHS																								
MEMBERS WHO JOINED THE CLUB BETWEEN MARCH 1 2019 and OCTOBER 1 2019 ARE PAID UP THRU JUNE 2020																									
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>	UP TO 15 MONTHS																								
SOCIALIZE THE REASON FOR THE \$90 DUES PAYMENT WITH MEMBERSHIP.	SOCIALIZE THE REASON FOR THE \$90 DUES PAYMENT												EXPLAIN WHY NO DUES COLLECTION IN NOV-DEC												
ALL CURRENT MEMBERS PAY \$90 FOR THE LAST HALF OF 2020 AND ALL OF 2021 (18 MONTHS) (JULY 2019 THRU DEC 2020)																									
PAY \$90 DUES FOR JULY 2020-DEC 2021																									
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>													18 MONTHS												
\$60 DUES PAID BY ALL CURRENT MEMBERS FOR THE 2022 MEMBERSHIP YEAR. Exception: See "New members on or after Sept 1 2020 below"																									PAY \$60 DUES FOR YEAR 2022
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>																									
NEW MEMBERS																									
1 NEW MEMBERS WHO JOIN ON OR AFTER JAN 1, 2020 PAY \$90 FOR UP TO 24 MONTHS	NEW MEMBERS PAY \$90 TO JOIN. MEMBERSHIP IS PAID UNTIL END OF 2021.																								
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>	UP TO 24 MONTHS for \$90																								
2 NEW MEMBERS WHO JOIN AFTER SEPT 30, 2020 PAY \$60 FOR UP TO 16 MONTHS													NEW MEMBERS PAY \$60 TO JOIN												
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>													UP TO 16 MONTHS for \$60												
NEW MEMBERS JOINING ON OR AFTER SEPT 1 2021 DON'T PAY NOV-DEC 2021 DUES ASSESSMENT.																									NEW MEMBERS PAY \$60 TO JOIN. THEY ARE FULLY PAID UNTIL END OF 2022
BLUE INDICATES MONTHS MEMBERS HAVE PAID FOR =>																									UP TO 16 MONTHS

NOTES

This may seem a bit controversial. However, in the past we offered members who joined on or after the first of March as much as 16 months of membership for the price of 12. It seems reasonable to ask prospective new members to pay \$90 for 18 months and then give them as much as 24 months of membership for the price of 18.

The math supports this: $\$90/24\text{months} = \$3.75/\text{mo}$ $\$60/16 = \$3.75/\text{mo}$

Note that anyone who joined in 2019 is by Jan 1 2020 considered to be a current member and is subject to all current member conditions above.

Under the new annual membership plan we would normally be collecting dues in Nov & Dec 2020. We would tell prospective new members that if they joined up on or after Sept 1, 2020 they'd be paid up thru all of the following year. This line is simply what we will always be doing in the fall of each year going forward.