



Save like the big guys. And watch your business grow.

To learn more about the Affinity Program with Staples Advantage®, contact:

Ken Perdue

Staples Account Manager

Email: ken.perdue@staples.com

Phone: (816)728-0315

Dick Gibson

Chamber Management Service.

Email: gibson@kcchamber.com

Phone: (816) 374-5430

Today's volatile market has created a lot of volatile fluctuation in keeping members, getting new members, and retaining sponsorship levels. Is your chamber looking for a powerful way to increase member retention and enhance your membership recruitment package? Do you need a Non-Dues Revenue Affinity Program for your members that shows immediate savings that offset their annual membership dues?

It is time that you discover the right Affinity Program Partner with Staples Advantage®, your easy office supply Affinity Program Provider. Staples Advantage® and Chamber Management Service have an exclusive revenue producing Affinity Program that will provide your members with:

- Savings that typically exceed the market price by 15%
- FREE next-business-day delivery
- Easy online ordering
- Discounted prices on over 20,000 office products including facility and restroom supplies, technology solutions, promotional products, print services, and eco-friendly products
- Dedicated Account Management





Staples commitment to the environment.

Staples is committed to making it easy for our customers, associates and communities to join us in protecting the environment. We help customers reach their environmental goals by offering more than 3,000 office products that make a positive difference in the environment as well as providing services that make it easy to do the right thing.



Ranked #20 in Newsweek's Top 500 Green Companies

One of the world's top 20 sustainable stocks (sustainable business.com)

A component of the Dow Jones Sustainability Index for six straight years

Rated 15th largest Fortune 500 purchaser of green power by the EPA

One of the world's largest ink and toner cartridge recyclers.

In 2009 we recycled more than 50 million ink & toner cartridges

Membership benefits.

As a small business, there are many benefits to an Affinity Program. One of the main benefits is being able to take advantage of the entire chamber's buying power to receive deeper discounts on everyday business needs. As your endorsed office supply provider, Staples Advantage® will extend to your members a total business solution. The membership discount has exceeded 62% discount from manufacturer list for the last 4 years. With this program, we offer:

- Recruitment tools that provide you and your membership directors with immediate savings analysis
- Retention Tools that your membership director and ambassadors can immediately quantify to a member how the Staples program off-set their membership dues.
- Visibility and reporting on who is signing up for this program
- FREE Environmental/Sustainability webinars and seminars
- Rebate Commissions that are a very lucrative non-dues revenue stream
- Volume Commitments
- Membership-Guaranteed Membership from Staples Advantage*
- Sponsorship-Guaranteed Sponsorship from Staples Advantage*

**Membership and Sponsorship dependent on the participating chambers ability to meet the minimum contractual threshold for this program each year.*

Staples is your small business partner.

At Staples® we believe mentoring is much more than a program — it's a responsibility. As the world's largest office products company, we've got lots of great experience to share with some of the country's fastest-growing small businesses. And sharing this experience is what being an industry leader is all about.

Staples is committed to mentoring small businesses. We partner with and coach our customers, some who are already industry leaders in their own right, and we learn a lot in the process too. The result? An office supply program that gives you the service and power of the world's largest office supply company, the energy and expertise of successful and continuously evolving small businesses, and an alliance that helps you meet your small business, socio-economic purchasing goals.

We share our world-class distribution, technological, merchandising and marketing infrastructure with our protégés, providing training, business development resources and technical support. And through this innovative office supply program combining the resources of Staples Advantage® and these premier companies.

So whether you're looking to meet your socio-economic purchasing requirements, or want to establish an office supply contract with the world's largest office supply company and its protégés, we've got the program for you.