



*SIGN OF THE PROFESSIONAL TOBACCONIST*

*Since 1933*

## **BROKER MEMBERSHIP**

Benefits and Application

### **International Premium Cigar & Pipe Retailers Association**

4 Bradley Park Court

Suite 2H

Columbus Georgia 31904-3637

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*The International Premium Cigar & Pipe Retailers Association (IPCPR) is the oldest, largest and most active trade association representing and assisting premium retail tobacconists and their suppliers. IPCPR is a not-for-profit trade association organized as the advocate for the independent retail tobacconist and recognized as the "Voice of Authority and Reason" on premium tobacco related issues. IPCPR provides its members with assistance to fight draconian and onerous tobacco legislation, and brings retailers and manufacturers together in mutually advantageous business relationships.*

## MEMBERSHIP QUALIFICATION

Broker Membership in the IPCPR is open to qualified company contracted sales representatives that supply products and services to IPCPR Retailer members and must be sponsored by an existing associate member whose products they sell and who is in good standing with IPCPR.

Annual Broker Membership dues are \$125.

## MEMBER BENEFITS AND SERVICES

- Four-day members-only Annual Convention and International Trade Show— the tobacco industry's largest and most important event of the year:
  - Unparalleled exposure to IPCPR retail members
  - More than 1,000 retailers from over 2,000 individual stores - ready and eager to buy
  - Over 300,000 square feet of exhibit floor
  - 300+ exhibitors in over 1,300 booths
  - Informative seminars and meetings
  - Unparalleled networking opportunities between you and retailers
  - Up to 8 (eight) trade show badges for affiliation with associate member companies at the trade show
  - 2 (two) trade show badges displaying your own broker company's name
- IPCPR Almanac: the "bible" of the tobacco industry with 450+ pages of product listings, and information on cigars, cigarettes, pipes, tobaccos, lighters, and gift items. Available in print and online:
- Access to the Member's Only section of the IPCPR website:

[www.ipcpr.org](http://www.ipcpr.org)
- Online registration for the Annual Trade Show and hotel room block at the convention headquarters hotel, at members-only guaranteed room rates.
- Protecting the interests of your industry through legislative advocacy.

- Provide the most current legislative information to keep you up to date on industry-restrictive legislation
- Coordination of member-to-member mobilization in individual states in order to fight regressive legislative actions
- Representing the premium tobacco industry through partnerships with other powerful industry trade associations to proactively address legislative issues in a clear, consistent, and convincing voice
- Direct access to your legislators through the Legislative Action Center available online on the IPCPR website:

[www.ipcpr.org/legislation.html](http://www.ipcpr.org/legislation.html)

- Latest news, information and industry trends
- IPCPR Report: member newsletter with association and industry news, statistics, and updates
- Complimentary subscription to The Business Owner newsletter: suggestions and information on the topics you need to run a business—finance, benefits, taxes, managing inventory, personnel and minding your money
- Updates and other communications keep you informed
- IPCPR Scholarship program: Eligibility for these limited competitive awards is open to IPCPR members and their families and employees and families, for tuition expenses at accredited colleges, universities and trade schools
- Access to insurance packages through Mass Market Insurance Consultants (MMIC) who contract with a number of national companies to provide IPCPR members with customized medical, life, disability and dental coverage for members and their families and employees
- Car rental discounts provided by Avis Rent A Car



## BROKER MEMBER APPLICATION

Incomplete applications or applications that do not meet **ALL** of the required criteria (as marked by an \*) will not be considered for membership.

\*Broker's Name: \_\_\_\_\_

\*Company Name: \_\_\_\_\_

\*Address: \_\_\_\_\_

\_\_\_\_\_

\*City: \_\_\_\_\_ \*State: \_\_\_\_\_

\*Country: \_\_\_\_\_ \*Postal Code: \_\_\_\_\_

\*Phone: \_\_\_\_\_

Toll Free: \_\_\_\_\_

\*Fax: \_\_\_\_\_

Web site: \_\_\_\_\_

\*Email: \_\_\_\_\_

\*Sponsor Company (must be IPCPR Associate Member): \_\_\_\_\_

\*Sponsor Company Contact Name: \_\_\_\_\_

\*Contact Phone Number: \_\_\_\_\_

\*Applicant Signature: \_\_\_\_\_



Mail this page with your \$125 check to:

**International Premium Cigar & Pipe Retailer's Association, Inc.**

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Suite 2H  
Columbus, GA 31904-3637