

The **Associate Member Points System (AMPS)** program coincides with IHRSA's fiscal year and is utilized to determine the priority order in which Associate Members may secure exhibit space at the Annual International Convention & Trade Show scheduled in the subsequent fiscal year. All pertinent activities that occur within the date parameter noted above will be eligible for point assignment.

AMPS points are awarded in the categories noted below for the activities that occurred within the program period dates (see page two for a detailed list of point allocation):

- Continuous years of Associate Membership in IHRSA
- Paid Exhibit Space at the IHRSA International Trade Show
- Advertising placements in all IHRSA publications, including:
 - *Club Business International (CBI)*
 - *Club Business Europe (CBE)*
 - *Fitness Business Latin America (FBLA)*
 - *IHRSA's Annual Global Report*
 - *Fitness Industry Technology (FIT)*
 - *Get Active!*
- Sponsorship for any IHRSA program, meeting-related activity, publication or special project
- Adhering to payment deadlines on booth fees for IHRSA's International Trade Show
- Bonus points are awarded for total spending with IHRSA that exceeds \$100,000 during IHRSA's fiscal year
- Penalty points will be assigned based upon a violation of any IHRSA policy and/or procedure as deemed necessary. Penalty points will also be applied to companies who do not fulfill their contractual agreements with IHRSA.

In the event that an Associate Member determines a discrepancy in the report, it is the responsibility of the member to contact IHRSA to resolve the matter.

Pre-payment of future commitments that fall within the next program period will not be allowed as a means of increasing a company's ranking within the current program period. However, in some cases payment may be required by IHRSA for an activity that falls in the next program period (i.e. booth deposits, sponsorship deposits, etc.). In these instances, the points earned for the activity will be applied to the AMPS Report in the next program period.

Points related to overdue payments for the current fiscal year will not be realized in the next fiscal year when payment is received. Points are only rewarded for activities realized and paid for during the fiscal year in which they occur.

AMPS Program Guidelines are subject to annual review and adjustment by IHRSA as deemed necessary and appropriate.

International Health, Racquet & Sportsclub Association

Seaport Center, 70 Fargo Street, Boston, Massachusetts 02210 USA

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Point Allocation Rewards

Please note that some categories have revised AMPS points to be awarded for the item indicated.

- **Associate Membership** **50 points** per consecutive year of membership
- **Trade Show Booth Space for IHRSA's International Trade Show** **25 points** per \$1,000 spent on booth space
- **Advertising Insertions** **50 points** per advertising insertion
(2-page spreads count as two insertions)
- **Advertising Payments** **25 points** per \$1,000 spent on advertising
- **Sponsorship Activity** **50 points** per sponsorship commitment
- **Sponsorship Payments** **25 points** per \$1,000 spent on sponsorship
- **Prompt Payment on IHRSA International Trade Show Booth Fees** **100 bonus points** will be awarded to companies who:
 - 1) Select in the "Top 50 Booth Allocation" process and return the 50% deposit and signed contract by August 31, 2009.

OR

 - 2) Participate in the Pre-Paid Booth Allocation Process by returning a 50% deposit and signed completed Exhibitor Contract before August 31, 2009

An additional **100 bonus points** will be awarded to all exhibiting companies who submit the final payment on total booth fees by December 5, 2009.
- **Overall Spending Bonus** **100 bonus points** for overall spending over \$100,000 during the IHRSA fiscal year.

An additional **50 bonus points** will be awarded for each \$50,000 increment in spending over \$100,000.
(Example: 150 points for \$150,000, 200 points for \$200,000 in spending)

AMPS Point Allocation as of July 1, 2009.

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