

**APICS-NORTH SHORE  
PROFESSIONAL DEVELOPMENT MEETINGS:  
ANNUAL DISCOUNT PLAN [SEPTEMBER through AUGUST]**

How would you like to attend all 9 APICS North Shore Professional Development Meetings (PDM's), and receive a discount for doing so? Are you tired of writing out checks monthly (or having your company cut a check monthly) for these PDM's? At a normal cost of \$30 per meeting, the cost of attending 9 PDM's is \$270. If you pay for all 9 at once, you will pay only \$199 (a savings of over 26%!).

Once a month, a couple of weeks prior to each meeting, all we ask is that you register electronically with us, for any meeting that you will attend (so that we can schedule the dinner caterers) – no further payment required. After this confirmation, you are all set -- no additional checks/payments, phone calls, etc!

Our PDM's generally all follow the same format:

5:30 P.M.      Registration & Networking  
6:00 P.M.      Dinner  
7:00 P.M.      Presentation and/or Tour

PDM content varies from meeting to meeting, and year to year, generally including instructional speakers, college professors, business leaders, company owners, consultants, and Plant tours at some of the most cutting edge companies in the area! Buffet dinners generally include entrees, coffee, dessert, and the latest resource management topic to digest!

PDM's (other than plant tours) are *usually* held locally at the Hilton Hotel in Woburn (and at the All-you-can-eat China Blossom restaurant in Oct and Feb each year), and unless otherwise noted in our monthly newsletter and web site.

**PLS SUBMIT REGISTRATIONS AND PAYMENT <ASAP>**

*PLEASE CIRCLE MEMBER STATUS AND TOTAL DUE IN YOUR CATEGORY OF PURCHASE*

| <b>MEMBER STATUS:</b> | <b>REGULAR PRICE</b> | <b>PKGE SAVINGS</b> | <b>TOTAL DUE</b> | <b>Savings %</b> | <b>And:</b>     |
|-----------------------|----------------------|---------------------|------------------|------------------|-----------------|
| <b>Member</b>         | \$270.00             | \$71.00             | \$199.00         | 26.29            | 1 Check (vs 9!) |
| <b>Nonmember</b>      | \$270.00             | \$71.00             | \$199.00         | 26.29            | 1 Check (vs 9!) |
| <b>Student</b>        | \$207.00             | \$57.00             | \$150.00         | 27.53            | 1 Check (vs 9!) |

Total amount enclosed \$ \_\_\_\_\_ | APICS Member? Y \_\_\_ N \_\_\_ | Student? Y \_\_\_ N \_\_\_.

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY/STATE/ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_

\*e-MAIL: \_\_\_\_\_

\*E-mail is used for mtg/confirmation request *only*. We do NOT distribute this address to ANY other groups, and is just used for our APICS-North Shore group *only*.

(All fields above are required)

Call Ken Glasser (978) 787-9273 or e-mail [programs@apics-northshore.org](mailto:programs@apics-northshore.org) for more info.

**ATTENTION  
ISM/NAPM and APICS  
MEMBERS**

**CPM, CPIM, etc.  
maintenance credit  
given for participation  
in these PDM's**

**9 POINTS PER YEAR!!!!**

**Please mail completed form and CHECK made out to “APICS North Shore Chapter #20” (check only – no credit cards accepted) to:**

APICS-PROGRAMS

617 Middlesex Tpke.

Billerica, MA 01821-4324