

WHY BTA?



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MEMBER BENEFITS

[www.bta.org/Member Benefits](http://www.bta.org/Member%20Benefits)

BENEFITS



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Member Discount Codes

Please enter your promo code

No, thanks

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SHOW ME THE MONEY

BTA members receive \$400 in discount codes with a one-year membership or \$950 in discount codes with a two-year membership. These codes may be applied toward BTA educational workshops, some BTA events or the purchase of the Business Equipment Quota Index (BEQI).



www.bta.org/MemberBenefits



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BTA MEMBERS ALSO RECEIVE DISCOUNTS ON A VARIETY OF PROGRAMS THAT SUPPORT THEIR BUSINESSES, INCLUDING:

- BTA vendor member special offers — discounts & value-added offerings
- Car rental discounts
- Device monitoring & management
- Gas & electricity volume purchasing agreements
- Marketing solutions
- Shipping & freight discounts
- And much more!



www.bta.org/MemberBenefits

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Business Support Services



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BTA OFFERS DEALERS A VARIETY OF PROGRAMS TO SUPPORT THEIR BUSINESSES:

- Background checks
- Business valuation
- Collection services
- Credit card processing
- Dealers Helping Dealers Q&As
- Dealers Helping Dealers Repair Network
- Dealer-submitted sample documents & videos
- Employee assessment & hiring tools
- Keypoint Intelligence UVERCE
- And much more!

www.bta.org/MemberBenefits

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BEQI



BEQI

The 2019 BTA Business Equipment Quota Index (BEQI) provides market potential (product demand) indices for the U.S. market. These indices can be used to: forecast sales, evaluate territories, measure sales potential and establish sales quotas.

www.bta.org/BEQI

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FREE MEMBERS-ONLY WEBINARS



A webinar series designed to help dealers improve the bottom line.

Learn more & register:
www.bta.org/BMB



A webinar series assisting dealers seeking to add new products & services.

Learn more & register:
www.bta.org/DMB

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EDUCATIONAL PROGRAMS



BTA provides a variety of educational offerings ranging from in-person workshops to online training, covering topics from financial benchmarking to service and sales workshops — and more! Free monthly members-only webinars are designed to help dealers ultimately improve their bottom lines and add new products and services.

www.bta.org/Education

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EVENTS



Each year, BTA's districts host educational and networking events that are well received by office technology dealership attendees and provide many opportunities for dealers to interact with one another and with exhibitors, and to gather new ideas and strategies for their businesses.

www.bta.org/BTAEvents

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SCHOLARSHIPS



Each year, BTA awards scholarships to the qualifying children of full-time employees of current BTA member dealerships. Applications are due each year by May 1.

www.bta.org/Scholarships

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BTA has set up five BTA member dealer discussion groups for the purpose of addressing strategies for optimizing sales. The groups meet regularly via Zoom.

www.bta.org/DealersHelpingDealers

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The VETech Career Center provides veterans opportunities to transition their military training to gainful employment.

Dealers can post job openings and veterans can search them and apply.

www.bta.org/VETech

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BTA Legal Services



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BTA General Counsel Bob Goldberg provides members with no-fee advice and guidance on a range of topics, including dealer/manufacturer disputes, dealer contracts, employment matters, industry documentation, legislative issues and more.

www.bta.org/Legal

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THAT IS WHY BTA?



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