



Share the benefits of membership

Recommend a friend or colleague to the IoD



£50 Voucher

for you and your colleague when they
are elected. Application form enclosed.



At the Institute of Directors (IoD) we have been supporting businesses and the people who run them since 1903. As the longest-standing organisation for professional leaders, we are best placed to provide you with the tools, advice and support you require in your role.

The benefits of IoD membership

Membership of the IoD provides a range of tangible benefits to support you in the day to day aspects of being a director. From our extensive list of premises across the UK, to business information and tax advice, IoD membership delivers practical services which you can use to work more effectively and efficiently.

Recommending a friend or colleague to membership

Our members come from all backgrounds: from directors of small family firms, partners in law firms and entrepreneurs to public sector managers and CEOs of FTSE listed companies.

So if you know a friend or colleague who you think might benefit from IoD membership, why not propose them for election through our member recommendation scheme? For each successfully elected member you recommend, we will send you a gift to say thank you. For details of the gifts available, instructions on how to recommend and a tear-off application form please open the next page.



Open here for details of gifts and a tear-off application form for IoD membership



Introduce a friend or colleague and choose from the following gifts:

£50

£50 voucher

Select the voucher and both you and your colleague will each receive a £50 voucher to spend on loD products and services.
Gift code: MG126M



Champagne

Enjoy six bottles from one of the oldest and most prestigious champagne houses, Heidsieck & Co Monopole.
Gift code: MG114M

Fine wine

2 x Las Condes Sauvignon Blanc, Chile, 2 x Sangiovese de Runicone, Italy, 2 x Cuvee Emilie Rose, France.
Gift code: MG121M



12 Megapixel Fujifilm Digital Camera

This compact digital camera has a precision optical lens and an impressive 12 megapixel resolution.
Gift code: MG139M



Recommend a member in three easy steps:

- 1 Complete the proposer section and select your free gift.
- 2 Tear off the application form for your colleague to complete and return to us.
- 3 Once your colleague has successfully joined we will send you your gift within 28 days to your usual mailing address.

Terms & conditions: *The loD reserves the right to change the gifts at any time. All details are correct at the time of going to print. This offer is only applicable when this form is used or completed online. Offer cannot be combined with any other offers. Applications must be received by 31st December 2012. Offer open to UK residents (including Isle of Man but excluding the Channel Islands) with a permanent UK address. The proposer must be a current member at the time of proposal and the election of the new member. Proposed member must be applying for full UK membership for offer to be valid. Voucher terms and conditions apply, please see website for full details.

*These membership and election fees are valid only until the 31st December 2012



The benefits of IoD membership

Free prestigious premises across the UK

Our premises provide free public meeting space for you and up to three guests across the UK including: London Pall Mall and the City, Belfast, Birmingham, Bristol, Cardiff, Edinburgh, Glasgow, Leeds, Manchester, Norwich, Nottingham, Reading and Paris.

Free detailed business information research

Save time and money by letting our dedicated research team find information for you. You are entitled to 25 free half-hour research sessions a year, with results returned within 24 hours of your enquiry.

Free specialist business advice

Receive personally-tailored business advice from independent practicing professionals in a range of areas including HR, finance and marketing. Membership entitles you to four free half-hour appointments each year.

Free *Director* magazine

Receive a free monthly subscription to *Director* magazine, an inspiring and essential business read that reflects the real interests of directors. Now also available in digital format.

Free dedicated tax and legal advice

Save professional fees with free, prompt business legal and tax advice. You can call each helpline up to 25 times per year to speak to a qualified professional.

Local and national networking events

Build valuable connections by attending one of our 50 national and regional events each month, including networking breakfasts, business briefings and social events.

Free online resources

Access a wealth of business resources from articles to information guides in our members-only online area or receive key business information delivered straight to your desktop with IoD email updates.

Exclusive partner offers

Our specially negotiated partnership offers give members access to discounts on a wide range of products from professional insurance to car hire.

Professional training

Enjoy exclusive rates on a wide range of IoD professional development courses ranging from short practical courses to in-depth development opportunities.

Exclusive online networking

Share your ideas, strategies and skills with over 6,000 other IoD members on our private and secure LinkedIn group.



IoD membership – saving you time, money and effort

IoD member benefits	Non-member annual cost	Member annual cost
<p>IoD premises Access to free public meeting space located in Belfast, Birmingham, Bristol, Cardiff, Edinburgh, Glasgow, Leeds, London Pall Mall and the City, Manchester, Norwich, Nottingham, Paris and Reading for you and up to three guests. You have up to 52 visits a year.</p>	£520	Free
<p>Information research Our award-winning research team will investigate your business questions on your behalf. You have 25 half-hour research sessions per year.</p>	£1,250	Free
<p>One-to-one business advice Explore new opportunities and receive advice on topics such as marketing, finance or strategy, with four 30 minute private consultations per year with one of our team of practicing professionals.</p>	£400	Free
<p>Specialist business tax and legal advice Talk to our expert teams on any tax or legal business matters. In one phone call, we can give you the right advice quickly. You can call each line up to 25 times a year.</p>	£1,200	Free
<p>Director magazine An inspiring, essential business read that reflects the real issues and interests of directors.</p>	£38	Free

Your potential annual saving = £3,408

Membership fee = £340 plus a one-off election fee of £215[†]



Application for IoD membership

IoD membership is open to anyone with senior level responsibilities, you do not need to be a registered director to be eligible. If you are responsible for leading direction, we'd like to hear from you.

You are eligible to join one of two categories dependent on your professional experience, Full Membership or Associate Membership, the full criteria for each category is outlined on this form. Regardless of whether you are a full member or an associate member, you will still be able to access all of our products and services.

To join the IoD

Complete this application form and return to:

The Membership Development Department
Freepost RRZB-SZEK-YBLE, Institute of Directors,
116–123 Pall Mall, London SW1Y 5ED

Or fax to **020 7766 8833**

Or call our membership team on **020 7766 8866**

Membership criteria

You do not need to be a registered director to be eligible for membership. You are eligible to join one of two categories dependent on your business experience, which does not necessarily have to have been gained in a commercial organisation. Regardless of whether you are a full member or an associate member, you will still be able to access all of our products and services.

IoD Director Definition

A member of the body that is responsible for the strategic business direction of an Entity and the implementation of its corporate governance and which makes the decisions that determine its success and integrity and the expression may include: a divisional director where the division is equivalent to an entity of substance; or a leader of an Entity not conducted for commercial purposes.

Membership

Membership of the Institute of Directors is open to those responsible for the strategic direction of an 'Entity', being one of the following:

- Incorporated company
- Business unit or association
- Professional or other partnership
- Not-for-profit organisation, charity or trust
- Non-departmental public body
- Academic or training organisation
- Armed forces organisation
- Local or national government
- Similar body whose activities and strategies require direction.

If you do not meet Member criteria you may apply as an Associate.

Member

Full member status can be achieved by a director who is (or who has been during the past 5 years), responsible for the strategic direction of one or more of the above solvent entities that has (or have in aggregate) an annual minimum turnover or budget of £250,000 and has:

- Held the post of director for a minimum of three years and been in business for a minimum of seven years; or
- Held the post of director for a minimum of one year, been in business for a minimum of five years and has attended the Institute's course 'The Role of the Company Director and the Board'.

Associate

We will consider applicants where turnover, budget or length of service does not meet Member criteria. It is open to:

- 'Director' of an 'Entity' or a proprietor of an enterprise which has active operations; or
- Partner in a professional practice or a senior executive or officer of another Entity who reports directly to a member of the body that is responsible for the strategic direction of that Entity and the implementation of its corporate governance. The individual must satisfy the Institute that they are interested in the promotion of the best interest of Directors.

Membership fees

Membership fees are made up of two parts, an election fee and a subscription fee. An election fee of £215 is payable on one year applications. An election fee of £110 is payable on two year applications.

Savings to be made

Join for two years and save £105 off the election fee. If you join for three years or more we will waive the entire election fee saving you £215. If you are aged 30 or under we will reduce the election fee to £100, that's a saving of £115.

Annual subscription fee [†]	
1 year	£340
2 years	£680
3 years	£1,020
5 years	£1,700
10 years	£3,400
Life	£6,120

Unsure of your eligibility?

Please contact our membership team directly on **020 7766 8866** if you have any questions.



[†]These membership and election fees are valid only until the 31st December 2012

The proposer

Once the below section has been completed, please detach the entire form along the perforation and pass on to your nominee.

to be completed by the IoD member proposing the applicant
Name _____

IoD membership number _____

I, being a current member of the IoD, hereby propose this applicant.

Please tick one of the appropriate codes:
 MG114M MG121M MG126M MG139M

Signature _____ Date _____

The applicant

Title (Mr/Mrs/Ms/Other) _____

Surname _____ First name(s) _____

Date of birth _____ Nationality _____

Savings are available for applicants aged 30 or under. Please see the savings to be made section overleaf for details.

Home address _____

Postcode _____

Tel (home or mobile) _____

Email _____

The applicant's organisation details

Organisation's name (in full) _____

Address _____

Postcode _____

Tel _____

Personal work email _____

If you do not wish to receive news from the IoD by email please tick this box
If you tick this box we will only use your email address for administration purposes

Preferred mailing address: Home Work
Preferred email: Home Work
Preferred telephone number: Home Work Mobile

The applicant's role details

- President/vice president
- Registered company director
- MD/CEO/COO
- Trustee
- Civil services officer
- Chairman (inc. joint/group/vice)
- Divisional director
- Partner
- Senior forces officer
- Department head/manager

Main activity of business _____

Annual turnover/budget _____

Is your organisation in the public sector? Yes No

Is your organisation in the third sector? Yes No

Is your organisation a charity Yes No

Number of directors _____ Number of employees _____

Company registration number _____

Full job title _____

Reporting to (job title) _____

Total years business experience _____

Number of years as a director/partner present organisation _____

Cumulative years as a director/partner previous organisation/s _____

Previous organisation/s

Organisation name	Job title	Turnover/budget	No. of years
1) _____	_____	_____	_____
2) _____	_____	_____	_____
3) _____	_____	_____	_____

Attended IoD course 'The Role of Company Director & the Board'?

No Yes Date attended _____

Venue _____

Term of Membership	Annual Fee	Election Fee	Total Payable	Please tick term as appropriate
1 year	£340	£215	£555	
2 years	£680	£110 (save £105)	£790	
3 years	£1,020	£0 (save £215)	£1,020	
5 years	£1,700	£0 (save £215)	£1,700	
10 years	£3,400	£0 (save £215)	£3,400	
Life	£6,120	£0 (save £215)	£6,120	

*These membership and election fees are valid only until the 31st December 2012

Payment details

Cheque (please make cheques payable to the Institute of Directors)

Credit/debit card: Maestro (Issue No) _____

Visa Mastercard Amex

Card number _____

Card security code (mandatory) _____ The AMEX security code is the 4 digit number on the front of the card

Start date _____ Expiry date _____

Registered cardholder's name
(as shown on card) _____

Registered cardholder's address (we will be unable to process your payment without this) _____

Postcode _____

Personal card Company card (please tick)

Following election as a Member or Associate, no part of either the election or membership fee is refundable.

Signature _____
Date _____

The IoD recommends that all directors are adequately insured against the risks personally faced in director-level roles. You may qualify for 60 days free individual directors liability insurance.* If you would like to receive more information from the providers of the IoD's Liability Insurance products, please tick here.

*UK businesses only. Subject to status and approval. Offer may be withdrawn at anytime, without prior notification.

I agree that the IoD may hold and process all personal and business information which I am supplying with this application form and any further information I supply during the course of my membership. I agree also that the IoD may use my Personal Information as set out in the IoD's Privacy Policy.**

I hereby apply for membership of the Institute of Directors and agree to be bound by its Constitution and all rules and regulations made under it. I confirm that I do not have any unspent criminal convictions (other than for traffic offences); I am not an undischarged bankrupt; and I am not disqualified (by court order or voluntary undertaking) from being a director of any company. I undertake to inform the Institute Secretary without delay if I ever become subject to such a conviction, bankruptcy or disqualification.

I undertake to conduct myself, both publicly and privately, in a professional manner and so as to uphold the Institute's reputation and standing and not to cause embarrassment or distress to other members of the Institute or its staff and not to represent publicly the views of the Institute or to claim its support, without the consent of the Board (or of an officer or employee of the Institute nominated by the Board for such purpose).

The IoD's Constitution and Rules appear on our website (www.iod.com/constitution).

Signature _____ Date _____

Please return the form to: **The Membership Development Department, Freepost RRRZB-SZEK-YBLE, Institute of Directors, 116-123 Pall Mall, London SW1Y 5ED**

OFFICIAL USE	
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**The IoD's Privacy Policy is accessible online at www.iod.com/privacy, or from the IoD Membership Department at the above address. Information about members is kept strictly confidential in accordance with the Data Protection Act 1998.

IoD Membership

Free access to IoD meeting space

Local networking events across the UK

Free one-to-one business advice

National conferences, seminars and events

Free business information and research

Free business tax and legal advice

Your views represented to Government

Free online networking

To recommend a friend or
colleague call 020 7766 8888
or visit www.iod.com/referral

Valid until 31/12/2012