Beyond Savings Brief

#PartneringStrong | #BeyondSavings

We're back with our final Gallagher Affinity eNewsletter of 2024. In this edition, we'll cover the key areas of offering value to members, learn about a new UPS tool that reduces shipping losses and celebrate some new talent we've added to our team. Let's dive in!







However, meeting members' personal and professional needs generally takes the same form across all associations.

> What are the main aspects of membership value? While the specifics within each point are different, there are

six universal areas on which every association should focus: 1. Industry resources - Providing a curated collection of industry news and insights for members to stay informed and enhance their operations

- 2. **Networking opportunities –** Connecting members with new constituents to
- 3. **Professional development –** Building educational programs, certifications, workshops and training sessions to help enhance skills and advance careers

facilitate collaboration and open doors to new professional opportunities

- 4. **Discounts and benefits –** Offering tangible financial benefits through discounts on products, services, events and publications
- 5. **Representation and advocacy –** Being a collective voice and influence in governmental and regulatory matters on behalf of its members
- so members feel comfortable sharing experiences, seeking advice and supporting one another in their professional journeys

6. Community and support – Fostering a sense of belonging and community,

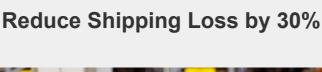
leading trade organizations. They offer members a comprehensive selection of resources and benefits useful to their home lives and careers.

educational programs and publications. Additionally, our members enjoy discounts on a variety of products, services and publications, providing tangible financial benefits. We also advocate for our members' interests on legislative, regulatory and policy issues, ensuring your voice is heard and represented. These benefits collectively offer immense value to our members." Adam Isenberg, vice president of strategic partnerships, National Association of Wholesaler-Distributors

NAW understands its members' specific needs and wants and constantly works to improve their experiences.

Well done, NAW! You are a shining example of how to provide members with exceptional personal and professional value.

Member Benefits





are a few examples: How UPS is using AI to combat package thefts, CBS News • UPS Capital rolls out program to reduce package theft, FreightWaves

• Al is policing package theft for UPS as 'porch piracy' surge continues, CNBC

But don't just take it from us. This new tool has gotten a lot of media attention! Here

Get Started Today

We are excited to welcome two new employees

who bring design experience to our team.

Meet Jaz and Meghan!

Gallagher in the News

Talley possesses a unique set of skills and qualifications. With extensive experience

in Adobe Creative Cloud, Miro, Figma, Lucidchart Sketch, InVision Studio, Wix and Xcode, as well as basic Hypertext Markup Language (HTML) and Cascading Style Sheets (CSS) knowledge, she's a true digital wizard. Her academic background

Jaz Talley

Members get 50% off this easy-to-use tool.

computer interaction design (HCI/d) from Indiana University, making her a seasoned user experience (UX) design professional. **Meghan Ciullo** Ciullo's arrival has infused our department with a fresh wave of creativity and expertise. She brings an impressive arsenal of design skills, honed through

includes a Bachelor of Science in informatics and a Master of Science in human-

extensive experience with Adobe Creative Cloud tools such as XD, Photoshop, Premiere Pro, Illustrator and InDesign.

We look forward to continuing to grow.

Contact me if you'd like to learn more about our Group Life, Personal and Business Insurance or any of our other programs. We can help you and your members find the right resources and solutions.

> <<AJG Account Manager Name>> Your dedicated Marketing Account Manager

Sincerely, <<AM First Name>>

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Happy Holidays from the Gallagher Affinity team!





Association Spotlight Success is Not a Secret

The National Association of Wholesaler-Distributors (NAW) is one of America's "We are dedicated to professional development through our