



MEMBERSHIP PACK

The member-driven association
raising quality standards in the
global meetings industry



Quality



Education



Network



Exchange



WHY BECOME AN IAPCO ACCREDITED MEMBER?

To be recognised as one of the best qualified professional organisers in the world!



Plus some extra member benefits including...

- International brand recognition - IAPCO is known for the strict quality criteria required of its membership
- Excellent opportunities to network and exchange
- Continued excellence monitored by annual assessment programmes
- Business Promotion through the Knowledge Hub and The PCO
- Reduced rates for staff to attend IAPCO quality education
- Use of IAPCO Accredited logo on business card, website and stationery
- Complimentary access to full web-EDGE library
- Discounted registration rate for PCMA Convening Leaders and DES Certification Course
- Preferential insurance rates for your events
- Business opportunities via the requests for IAPCO members received by the Secretariat



“ Recognition of brand and quality ”
Alejandro Ramirez Tabche
Business Travel Consulting



“ One united voice for quality PCOs in the industry ”
Jurriaen Sleijster
MCI



“ IAPCO Quality is an absolute priority ”
Nicola Testai
OIC Group

HOW TO BECOME AN IAPCO ACCREDITED MEMBER



STEP 1 Online application

Complete the online application in full (sample form included - page 4)



STEP 2 Offline application

You will need to submit 10 international or national events organised where the maximum number of services were provided (see services list on pages 7)

- 40% or more of the delegates must be from 5 or more countries attended by more than 400 participants

OR

- National events attended by more than 1000 participants



STEP 3 References

Client contact details for references must be provided for at least 5 events. IAPCO will contact your 5 references to support your application. References from IAPCO members will also be sought.



STEP 4 Future events for site visit

You will need to submit 5 future international events, which will be attended by over 400 participants that could be considered for a site visit



STEP 5 Site visit

Host a site visit to an event and to your offices. Outcome of the site visit will be presented to the council for final decision



SUCCESS!



For full details on membership criteria please visit www.iapco.org/all-about-iapco/join-iapco/how-to-apply

APPLICATION

STEP 1

Contact Details:

- Contact Name for Application
- Company/Organisation
- Address
- Country
- Email Address
- Web Address

Company Details and Activity:

- Date of Incorporation (Creation) of the Company
- Main Activity of the Company
- Secondary Activity of the Company

How many operational PCO offices (with over 50% of the shareholding) does your company/group/organisation have (services can be provided centrally or locally):

- nationally (in your country)
- internationally/globally (excluding your own country)

Please indicate the percentage of your client portfolio activity within the company [must add to 100%]

- Consulting services for clients %
- PCO services for congresses [PCO] %
- Services for other meetings and events %
- Association management services [AMC] %
- Destination management services [DMC] %
- Other (Please specify) %

Staff:

- Number of permanent staff
- Number of permanent staff in your congress division
- How many of your permanent staff speak/read/write English?
- Have your staff ever attended any IAPCO Educational Seminars?
- How many hours did your organisation spend in the last year on?
 - a) In-house education
 - b) External education

APPLICATION

STEP 1 continued and STEP 2

Industry Involvement:

- Is your company a member of any international industry associations, national PCO associations, or convention bureaux?

Yes No

- If Yes, please list the organisation/associations/bureaux
- Has your organisation ever received or been nominated for any industry awards? If yes, please describe
- As a company, do you participate in speaking engagements related to our industry? If yes, please describe

Your Company and IAPCO:

- Please describe why you wish your company to join IAPCO

On successful completion of step 1, you will be sent a spreadsheet where you will need to provide details of 10 events which have taken place in the in the last 5 years, organised by the applicant, where the maximum services have been provided with either a minimum of 400 participants (international) or 1000 participants (national).

STEP 2

- Congress organised by (name of PCO)
- Title of the congress
- Date
- Duration (no. of days)
- City in which congress was held
- Association/ Government / Corporate Meeting (please specify)
- International/ National Congress (please specify)
- Number of delegates
- Web address of the congress (if still live)
- Name of contracting organisation (one only)
 - International Organisation
 - Local/National Organisation
 - Core PCO
 - Association Management Company
- Nationality of delegates:
- List top 10 countries with approximate number of delegates per country
- Indicate services provided

APPLICATION

STEPS 3 and 4

STEP 3

Reference details of 5 STEP 2 events:

- Title (Mr/Mrs/Dr/Prof):
- Name of international client for reference:
- Position of client in relation to the congress organised:
- Company/Organisation:
- Address:
- Country:
- Email address for international client reference:

STEP 4

List up to 5 events of over 400 (international participants) or 1000 (national participants) which could be considered for a site visit, alongside a visit to your offices.

- Title of Congress/Meeting
- Acronym of the Congress (if different from title)
- Date
- Website
- Location (venue & city)
- Anticipated number of participants
- Website of congress/meeting
- With an exhibition?
- List PCO services - see pg 7
- Is an AMC involved? If yes, name of AMC
- Is Core PCO involved? if yes, name of Core PCO Company

LISTS OF STANDARD PCO SERVICES

In-person/Hybrid

- 1 General Management
- 2 Financial Management (incl. budgeting)
- 3 Venue, Halls, Technical On-Site Management
- 4 Marketing & Promotion (Comms)
- 5 Virtual & Hybrid Delivery (Platform & Management)
- 6 Exhibition (including Virtual elements)
- 7 Sponsorship (including Virtual elements)
- 8 Programme Management
- 9 Speaker Management
- 10 Scientific Programme
- 11 Abstracts Management
- 12 Registration/Accreditation
- 13 Congress Delivery/Staffing
- 14 Social Programme & Tours
- 15 Printed & Digital Conference Materials
- 16 Sustainability & CSR Programme
- 17 Hotel Reservation/Accommodation
- 18 Congress Technology/Apps
- 19 Simultaneous Interpretation
- 20 Press Liaison & Arrangements
- 21 Security
- 22 Transport
- 23 Liaison with Host Committee

Services can be provided centrally or by individual offices.

LISTS OF STANDARD PCO SERVICES

Virtual

- 1 General Management
- 2 Financial Management (incl. budgeting)
- 3 Venue, Management
- 4 Marketing & Promotion (Comms)
- 5 Virtual Delivery (Platform & Management)
- 6 Exhibition (including Virtual elements)
- 7 Sponsorship (including Virtual elements)
- 8 Programme Management
- 9 Speaker Management
- 10 Scientific Programme
- 11 Abstracts Management
- 12 Registration
- 13 Congress Delivery
- 14 Digital Conference Materials
- 15 Sustainability & CSR Programme
- 16 Congress Technology/Apps
- 17 Simultaneous Interpretation
- 18 Press Liaison & Arrangements
- 19 Liaison with Host Committee

How much does membership cost?

Membership fees are charged based on the number of PCO operational offices within your group.

2022 rates:

- One office – €2860
- One office, with additional offices with country of One Office – €3080
- Any number of offices in up to three countries – €3260
- Any number of offices in up to six countries – €4730
- Any number of offices in up to ten countries – €8935
- For larger groups, fee structure on request

Are there any other financial implications?

An application fee of €2500 is payable in order for an application to progress. The first year's membership subscription is payable once an application is successful.

An accredited IAPCO member is required to attend the IAPCO Annual Meeting a minimum of every three years.

How long does the membership application process take?

The process can take anything from six months onwards, depending upon the dates of your future event for the site visit. It is not possible, under any circumstance, for an application to be 'fast-tracked'.

How is my application scored?

A scoring system is in place to assess the application. HINT: To maximize your points...when submitting your application, ensure that you choose events that are recent, meet the delegate number criteria and provide the maximum number of services.

Help, I need advice on my application.

IAPCO secretariat will support you through your application process, so please do not hesitate to contact us if you have any concerns - we are always happy to help!

What happens if I fail to meet the criteria to become an IAPCO member?

Unfortunately, this can happen and it is important that we adhere to our processes to ensure the IAPCO quality brand continues. We would recommend that you are considered for an IAPCO Observer package allowing you mentoring time to succeed in your application, and providing you with an educational opportunity to experience IAPCO.

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- ✉ [Email: info@iapco.org](mailto:info@iapco.org)
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