



EXECUTIVE OFFICES
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On The Web At:
WWW.ARCO-MEMBERS.COM

**IF YOU'RE IN THE INSURANCE REPORTING BUSINESS
YOU SHOULD BE THINKING ABOUT MEMBERSHIP IN THE**

ASSOCIATED REPORTING COMPANIES

ARCO, the Associated Reporting Companies, has continued its unusual growth and broadened its representation. Where we once were comprised of Insurance Inspection Companies only, we now enjoy a membership which includes Premium Audit Companies, Motor Vehicle Records services, Database Records Providers and other information providers. All have found good business value attached to their ARCO membership.

WHAT IS ARCO?

Founded in 1967, ARCO is an association of independent reporting and information service businesses. Representatives engage in exchanges of business, client referrals, cooperative assistance with shared knowledge and experiences pertaining to general business activities, and networking with other members outside of their competitive territory. Members benefit from their listings on the ARCO Web Site and their listing in the ARCO Directory of Members which is professionally published and distributed to insurance company personnel from coast to coast.

WHY JOIN?

Because it's good for your business and it's good for you. ARCO won't run your business (*it won't even try to!*) and won't sell for you, won't design your reporting forms or formats and it won't train your staff. ARCO doesn't police the industry and won't require any commitment from a member who does not wish to play an active role. What it *WILL DO*, is what is most important to you: ARCO will bring you into contact with other independent business operators who are running similar businesses. You'll gain access to a sort of *Business Round Table*, but one which is comprised of people who work in this unique and specialized field, and who understand the industry we serve. Our members enjoy frequent benefits which derive from the business contacts we make at our Annual Meetings. This meeting draws many ARCO members each year. Once you attend an Annual Meeting, you will understand why members return year after year. We often remark that we never return from an ARCO meeting without having achieved some direct and worthwhile benefit from a ttendance.

Annual Meetings are held at attractive sites. Many members combine their attendance with a personal vacation before or following the meetings. The meetings themselves, however, are affordable and considerate of the fact that our association is made up of many small firms, who often weigh their attendance against their annual budget. We strive for the best discounted room rates we can achieve.

WHAT ELSE?

If you need more.....ARCO brings you a periodic members' newsletter. The annual Directory of Members is mailed to nearly 2,000 (*and growing*) client-industry professionals around the nation, with additional copies available to our members for their distribution, if they wish. The ARCO Web Site on the World Wide Web is found at: www.arco-members.com and includes a listing of all ARCO members and is capable of adding links to your own Web Site. It furthers the publicity of the Association and of its members.

MY COMPETITORS?

At some point, concern about belonging to a group which has competitors as members, is a factor - some worry about this more than others. In fact, it may be the best reason why you should be an ARCO member! More important, you will find that there is nothing discussed nor asked of individual members, in any group gathering, which infringes upon a member's proprietary information. As a collective group, our discussions and exchanges of information respect privacy and are normally more general in nature.

EXCHANGES OF BUSINESS?

Our members often gather separately with *non-competing* members, for more specific conversations, exchanges of ideas and sharing of experiences. Among members there has been a sharing of forms, software, customer information and exchanges of actual business and client referrals. Though ARCO is not, itself, a facility to manage the exchange of work between members, it has achieved the bringing-together of businesspeople who have furthered their business activities with alliances and networks formed from within the ARCO membership.

WHY NOT TRY IT?

ARCO membership is not a lifetime commitment. No member need renew if the association is not beneficial. At \$165.00 for Annual Dues (*which includes funding the Directory of Members, the Web Site, the Newsletter, etc.*) it's hard to go wrong. We hope you will agree and consider an ARCO membership. We continue to believe that our association is the strongest when our membership is the broadest possible. The fact is, ARCO would not still be here after more than thirty years, if it was not a benefit to the membership.

Thanks!
ARCO Membership Committee