It’s an exciting time to be a member of the IASA! Join or Renew today!

Not sure how to persuade your company to pay for your IASA membership? Here are some simple steps to help you prepare for your request.

Timing is everything:

Know when to ask. Explain that you need to purchase early to get the most out of your annual membership. If you have regular one-on-ones, it may be good to talk to them during this time that they have blocked off.

Tell why:

Make an outline with bullet points or justifications on why it will benefit you, your clients, and your company. Show that you will make the most of it, and how you will take advantage of the many benefits of membership. Ask yourself what your short-term and long-term goals are with your organization’s objectives, and pair them with how this membership could contribute the most to the goals. Explain how it will make your company more profitable, functional and flexible and a safer environment for your patients.

Explain the top reasons why you should be a member. Here are some examples.

1. I will have complimentary access to an array of insurance accounting educational content through IASA’s eLearning Center and webinars. There are over 28 archived webinars that will increase my knowledge and help me be a stronger resource for my team and clients.

2. Networking – Networking is important. The best of the best are members of IASA. I will have the opportunity to meet and interact with influencers and the leaders in the industry through committee involvement, local and national educational conferences and access to the membership list. I can address them with problems we face and get advice, as well as collaborate and share ideas with one another.

3. I will learn more about the industry and the latest innovations. Working at (company name) has my full attention and is a career I fully invest in. Being a member of one of the most respected insurance accounting organizations in the world will boost my knowledge and help drive myself and others to success.

Still need help? Try our email template provided below this letter.