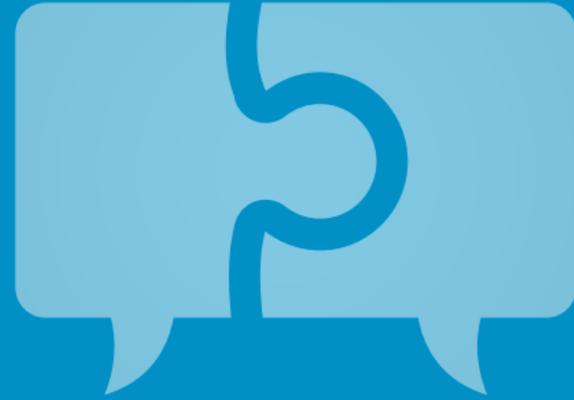


# JOIN



## > THE CONVERSATION

Education } Opportunity } Profitability } Sustainability



Promoting Professional  
Management of Surplus Assets

# Promoting Professional Management of Surplus Assets

*Membership in the Investment Recovery Association means personal and professional growth and a growing bottom line for your company.*





**The learning curve** for those entering surplus asset management is steep. No college teaches investment recovery—but we do! No other association or group focuses solely on surplus asset management—but we do!

We have a rich history providing guidance and support for fellow members. And that guidance translates very quickly into improved disposition processes and greatly enhanced revenue generation.

Independent research has shown that our members provide a very substantial bottom line value to their organizations, returning more than \$35 for every \$1

invested. In fact, professional IR management is perhaps the most profitable department in any company!

Joining forces with a “Who’s Who” of global and major regional corporations, nonprofits and governmental organizations, your membership in the Investment Recovery Association will pay almost immediate dividends.

**Join the Investment Recovery Association  
and join the conversation.**

# EDUCATION

*World-class training in Investment Recovery (IR) best practices*

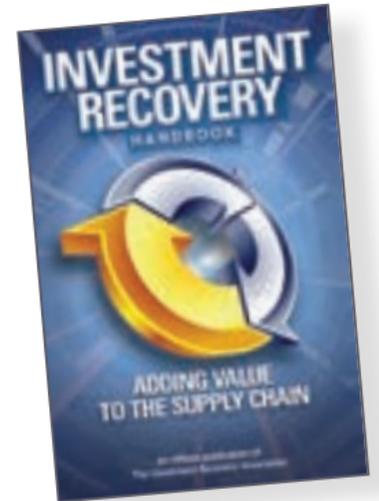


**Backed by the experiences** of more than five decades promoting investment recovery principles and practices, the association members who have gone before you will quickly help fill the gaps in your knowledge.

**Investment Recovery Seminar and Trade Show.** Each year, we hold a conference focused solely on the IR profession, with hundreds in attendance. This focused, four-day event is jam-packed with IR-specific topics and professional improvement tips presented by peers. Seminars include detailed case studies, roundtables, professional papers, best practices discussions and informal networking with other investment recovery professionals. Additionally, we hold several regional *IR Lunch & Learns*® each year.

**Online Campus.** The Investment Recovery Online Campus covers hundreds of personal and professional development topics. Each course comes complete with study guides, online testing, video and printed presentations. The IR Online Campus is included with membership for your entire IR department staff.

***Investment Recovery Handbook: Adding Value to the Supply Chain*** is a 360-page manual written by the association, with contributions from more than 40 subject-matter experts. It is an in-depth review of our profession and serves as a handy study guide and desk reference for busy IR managers and staff.



# OPPORTUNITY

*"Learn everything you can, anytime you can, from anyone you can."*

*—Sarah Caldwell*





**There may be no better feeling** than walking into a busy seminar session or exhibit hall with hundreds of people and realizing that everyone in that room is also “in” investment recovery! IR is a unique specialization, and you’ll quickly learn that members of the Investment Recovery Association go out of their way to help others in the profession.

For example, more than 100 IR professionals attended a recent regional event with dozens of support services providers. Members shared their experiences, processes and problems in a lively, helpful, open format.

**Certified Manager of Investment Recovery.** Our professional certification is a rigorous program of qualification,

study and testing that will set you apart within your organization and the IR profession. Members who have earned this recognition go back to their company with better insight and a deeper knowledge of surplus asset management.

Time and again we’re told that during our formal conferences, the *informal* time together mixing with other members often provides really valuable “use-next-day” tips. In addition, the annual Investment Recovery Trade Show is a relaxed format for meeting potential new vendors and showcasing what’s new in the field of surplus asset management.

# PROFITABILITY

*Members return more than \$35 to the bottom line for every \$1 invested in IR operations*



## Membership pays big dividends.

Decades of data from the 70-page Benchmarking Studies have proven that year after year, our members surveyed generate an average total cost benefit for their companies of more than \$13 million annually, and an average annual cost benefit per exempt IR employee of almost \$5.8 million!\*

Want to know how your IR efforts compare with other organizations your size? Or maybe learn the salary range you should be commanding? You'll find it in the members-only section of the association website.

\* Source: Center for Purchasing Studies (CAPS), Investment Recovery Performance Benchmarking Report, Institute for Supply Management™ and W.P. Carey School of Business at Arizona State University.

By following the processes we teach, and making them your own, both you and your company will become more efficient, effective and productive.



*ASSET 2.0, the Investment Recovery Business Journal, is included with every membership. It is THE source for information about the professional management of surplus assets. There is no better way to keep informed about this challenging business.*

# SUSTAINABILITY

*"The first rule of sustainability is to align with natural forces, or at least not try to defy them." — Paul Hawken*





**Almost half a century** before “sustainability” became a popularized movement, our members were developing and practicing methods designed to improve their organization’s bottom line, while putting less pressure on the environment.

Today, our members are at the forefront of the unique synergistic accord between sustainable business practices and the surplus assets they manage. It’s more than “just recycling”...it’s a focus that begins with cost avoidance and encourages resource reutilization.

Employees (and shareholders!) feel good about working for companies that are resourceful with assets. Finding ways to help the planet while improving the return on investments and reducing or eliminating disposal and maintenance burdens is how we LIVE sustainability every day!

**Join the Investment Recovery Association and join the conversation. For membership information, call (816) 561-5323, or email [jmale@swassn.com](mailto:jmale@swassn.com).**

# MEMBER BENEFITS

*Membership in the Investment Recovery Association provides valuable resources not available through any other organization:*

- ✓ Directory of Associate Members by category
- ✓ Directory of Members by industry
- ✓ *ASSET 2.0*, the Investment Recovery Business Journal
- ✓ Searchable online archives of more than 150 professional articles on the *InvRecovery.org* website
- ✓ *Investment Recovery Handbook, Adding Value to the Supply Chain*
- ✓ Certified Manager of Investment Recovery
- ✓ Annual Investment Recovery Seminar & Trade Show
- ✓ Regional IR Lunch & Learns<sup>®</sup>
- ✓ Investment Recovery Online Campus
- ✓ Semiannual IR Benchmarking Study
- ✓ Investment Recovery Best Practices