**Police Club USA**

**policeclubusa.com**

**P.O.BOX 1111 WILLOUGHBY, OHIO 44096**

**Protecting our Lives In Cities Everywhere**

**PRESENTATION TO CITY POLICE-1**

1. **PREPARE LIST IN PRESENTATION ORDER AND MAKE COPIES AS NEEDED**
2. **EXPLAIN NATIONAL --STATE – CITY RELATIONSHIP**
3. **ASK FOR A FAIR EVALUATION OF PROGRAM AS PRESENTED**
4. **ASK PROSPECTS TO EVALUATE EACH PRESENTATION IN ORDER**
5. **EXPLAIN THE FINANCIAL BENEFITS (SHOW CITY POTENTIAL & RECEIVING CHECKS)**
6. **ENCOURAGE PARTICIPATION EVEN IF RULES NEED TO BE CHANGED OR MODIFIED**
7. **BEGIN PRESENTATION IN FOLLOWING ORDER (ASK QUESTIONS ABOUT EACH)**
8. **PRESENTATION PROGRAM**
9. **BENEFIT OF MEMBERSHIP CARDS (EXPLAIN INFO ON MEMBERSHIP CARDS)**
10. **CITY AGREEMENT FORM**
11. **CITY FORMS AND PROCEDURES**
12. **CITY OPERATING PROGRAM**
13. **BUSINESS AGREEMENT FORM (EXPLAIN STICKERS)**
14. **SUPPORT QUESTIONS FOR BUSINESS PARTICIPANTS**

**8. BUSINESS PARTICIPATION LIST**

**9. MEMBERSHIP REQUEST FORM (DISCUSS PAYMENT METHOD)**

**10. MEMBERSHIP ROSTER (EXPLAIN RENEWAL DATE PROCEDURE)**

**11. PCUSA NATIONAL/STATE/CITY OPERATING PROGRAM**

**12. BANKING PROCEDURES**

**13. STATE AND CITY BUSINESS REGISTRATION-**

**14. MEMBERSHIP CARD SAMPLE FOR PRINTING (10 UNIT SAMPLE)**

**15. MEMBERSHIP CARD SAMPLE FOR PRINTING (6 UNIT SAMPLE)**

**16. PCUSA ANNUAL CARD MAILING PROCESS**

**17. LIST AND COST OF SUPPLIES NEEDED TO START AND CONTINUE PROGRAM**

**18. SMALL STICKER**

**19. LARGE STICKER**

**20. PC USA LETTERHEAD (ALL INFO MUST BE CHANGED TO YOUR POLICE CLUB USA ADDRESS)**

**21. PC USA LANDSCAPE LETTERHEAD**

**22. PC USA MEMBERSHIP CARD RENEWAL INFO**

**23. PC USA MEMBERSHIP CARD PROCESS**

**24. PC 1-1 PROCEDURE TO OPEN NEW ACCOUNT (FOLLOW FOR SUCCESS)**