

<b>Membership Benefits</b>	<b>Sponsor</b>	<b>Partner</b>	<b>Associate</b>	<b>Individual</b>
Automatic Seat on Board of Directors	Yes	No	No	No
Access to LonMark web-based certification tool (LCT)	Yes	Yes	No	No
Access to product testing and certification service	Yes	Yes	No	No
Certified products included in online product database	Yes	Yes	No	No
Access to integrator certification program	Yes	Yes	Yes	No
Free technical support concerning interoperability	Yes	Yes	Yes	No
Company listing and profile on LonMark web site	Yes	Yes	Yes	No
Use of LonMark logo on brochures, business cards, etc.	Yes	Yes	Yes	No
Website Member Focus of the Month opportunities	Yes	Yes	Yes	No
Worldwide event participation and promotion	Yes	Yes	Yes	No
Editorial coverage and publicity	Yes	Yes	Yes	No
Special editorial supplements in industry targeted publications	Yes	Yes	Yes	No
Use of LONMARK logo in marketing materials (requires license agreement)	Yes	Yes	Yes	No
Member's logo featured in advertising, print, event and web site promotions	Yes	Yes	Yes	No
Web access to marketing materials, promotions, specifications, etc.	Yes	Yes	Yes	No
Voting privileges in task groups and officer elections	Yes	Yes	Yes	No
May serve on the Board of Directors	Yes	Yes	Yes	No
Discount on LonMark Magazine Advertising	Yes	Yes	Yes	No
Discounts on LonMark organized events	Yes	Yes	Yes	No
Participation in press releases, articles, and PR resources	Yes	Yes	Yes	No
Participation in LonMark Case Studies	Yes	Yes	Yes	No
Co-marketing opportunities through exhibitions, press interviews, conferences, trade missions, etc	Yes	Yes	Yes	No
Inclusion in LonMark Product and Services Guide	Yes	Yes	Yes	No
Use of marketing tools to help promote your company's business	Yes	Yes	Yes	No
Participation in definition of LonMark Interoperability Guidelines	Yes	Yes	Yes	Yes
Discount on LonMark Certified Professional Examination Fees	Yes	Yes	Yes	Yes
Names of individuals/companies who passed the LonMark Proficiency test published on LonMark website	Yes	Yes	Yes	Yes
Participation in task groups, committees, and general meetings	Yes	Yes	Yes	Yes
Access to member section of website and message board	Yes	Yes	Yes	Yes
Free monthly e-mail newsletter	Yes	Yes	Yes	Yes
Free subscription to LonMark Magazine	Yes	Yes	Yes	Yes