



present

Front-Line, Up-to-the-Minute Snapshot of Owner Response to an Evolving Economic Landscape

**AMC Community Preconference Program
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10:15 -11:30 a.m.**

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**2009 Annual Meeting & Expo
Toronto, Canada**



Positive Topics

- Increased # of RFP's from stand alone associations
- Increased # of Outsourced and Project work
- Quality of staffing candidate pool is increasingly better
- Standalones are losing staff due to uncertainty

THE SOURCE FOR PROFESSIONAL ASSOCIATION MANAGEMENT COMPANIES



Negative Topics

- Clients are reducing/renegotiating fees
- Need for staff reductions/furloughs
- Inability to give staff bonuses or raises
- Closer client scrutinization of fees, add on's & hours

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Negative Topics, cont.

- Necessity for the AMC to trim its budget – reduce travel, etc
- Trend is going doing more with less both on the AMC side and on the client side
 - Volunteers are also doing more with less and therefore are less likely to commit time (this is more readily apparent w/ trades)
- Reduction in volume in reimbursable expenses (copier, postage, etc.)

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Neutral Topics

- The use of social media tools to connect members
- The need to shift communication and motivation strategies in working with client volunteers

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