

## Member Benefits

The Massachusetts Package Stores Association offers a number of "member only" programs designed to benefit your business. By utilizing the combined purchasing power of our members we are able to negotiate favorable rates on many products and services and provide access to programs which may not be available to you individually. In addition, the unity of our membership base provides MassPack with a voice on Beacon Hill. The overall goal is to lower your operational costs, increase your profits and protect your business interests. Our benefits include:

**Lobbyists:** MassPack maintains full time lobbyists in Boston to oversee the progress of legislation and to protect the interests of our members.

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**Worker's Compensation Insurance:** MassPack members may join the Massachusetts Retail Merchant's Worker's Compensation Group. Members typically save 17% off their worker's comp premium and receive on average a 33% annual dividend. A liquor store who recently signed on is saving over \$1,000 per year. MassPack's annual Membership is only \$225. This benefit alone should deliver a 200% to 500% return on your membership investment!

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**Additional Insurance Programs:** Store insurance, liability insurance, health insurance, dental insurance, and retirement programs can be accessed at competitive negotiated rates through MassPack approved vendors.

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**Reduced Registration Rates to Educational Seminars:** Server trainings for you and your staff, educational seminars covering topics from Store Merchandising, Beer 101, Wine Basics, and more are available to members all at discounted prices.

- **Negotiated Discounts on Goods and Services:** MassPack has negotiated discounts on paper products, office products, ID checking equipment, store surveillance systems, and more.

- **Credit Card Processing:** Special member's only credit card processing program.

**Monthly Newsletter:** As a MassPack member you will receive a monthly newsletter keeping you up to date on what is happening in the industry as well as any other issues that may affect you as a beverage alcohol retailer.

**Payroll Processing:** MassPack members receive a discounted rate from ADP

- Members only Website Access: All the latest news and information concerning our industry will be at your fingertips with a simple click of your mouse. We have created an industry website with a members only access section. Online forums, discussion groups, downloadable educational resources, links to relevant industry related resources and more can be accessed with your Masspack membership.

Automatic Membership in ABL: Included with your membership is an automatic membership in our parent national organization, the American Beverage Licensees.