

# Partnership for Progress

We'd like to invite you to join a partnership to promote and advance the goals and objectives of the pest management industry and your company. A unique cooperative effort exists between the West Virginia Pest Management Association (WVPMA) and the National Pest Management Association (NPMA). You will be joining two strong associations with a multitude of programs and benefits that will help you accomplish your business goals. Our strong belief in this partnership prompted us to require companies to join both associations, which has lead to a powerful mix of benefits and provides a variety of services to all of our PMP members.



## Publicize Your Company's Professional Commitment

Members are entitled to display the logos of both associations on business cards, corporate letterhead, vehicles, and advertisements, which reinforce your company's professional image to customers and prospective clients.

### Consumers

As a joint WVPMA/NPMA member, you'll be easy to find on the web. On the WVPMA web site, consumers can search by West Virginia county and quickly find a member company who will meet their needs. Further, consumers also visit "Find a Professional" on NPMA's consumer site to locate a pest management professional near their home. The company name and contact information for all WVPMA/NPMA members are listed and searchable by zip code for consumers to access.



## Your Voice in D.C. ...And West Virginia

WVPMA and NPMA lobby on behalf of the industry to ensure your concerns as a pest management professional are heard. **NPMA is the only entity that represents our industry before the U.S. Congress and federal agencies, such as the Environmental Protection Agency (EPA), Department of Labor, HUD, Department of Transportation, and the Federal Trade Commission.**

NPMA's government affairs staff also tracks West Virginia legislation, regulatory changes and policy related media -- and coordinates this information with WVPMA state association leadership. WVPMA and NPMA also work together to develop legislative strategy, talking points, and position papers that members can use to influence their state representatives.

WVPMA maintains a productive relationship with regulators at the West Virginia Department of Agriculture, Trade, and Consumer Protection.

WVPMA also works closely with WVDA staff to develop programs to promote regulatory compliance and best practices. In addition, WVDA's pesticide certification and licensing specialist is a member of the WPCA Board of Directors.



## Your Source for Training & Education

NPMA hosts the industry's leading educational workshops and programs throughout the year, including the largest annual gathering in the

world of pest management professionals at PestWorld Convention & Exposition. At PestWorld, there are 50+ different technical and management training sessions as well as 150+ exhibiting companies demonstrating their latest products, services and developments in equipment.

WVPMA has made providing members with cutting-edge education a high priority. Several WVPMA educational programs have been developed that not only assist members in performing their jobs more effectively, but also have made an impact outside of our industry. WVPMA primary training programs



include educational programs in various regions throughout the state.

WVPMA offers a two-day Annual Conference each year in September. The event features nationally known speakers, and an outstanding exhibitor showcase. The event offers CEUs for West Virginia and surrounding states, as well as management lectures for attendees.

### Communicating with Our Members

Stay abreast of breaking industry research and trends with WVPMA's Newsletter. This monthly email features many industry updates, including those from WVDA. Further, you'll benefit from NPMA's PestWorld, a bimonthly magazine of valuable technical information, legislative updates, small business features, association news, and more.

## The Bottom Line: Increased Profits

When you join this partnership you add more resources to your company's operations that you might not otherwise be able to afford or justify. These are resources that you can use to increase sales and customer satisfaction while reducing operational expenses and problems. As a joint member of NPMA and WVPMA, you have access to a wide variety of important tools, expert advice and unique benefits that you can use to run your business more efficiently and productively to become more profitable.



**For WVPMA information visit [wvpest.org](http://wvpest.org). Click "Contact" to reach a WVPMA officer. Contact NPMA at [npmapestworld.org](http://npmapestworld.org) or call 800.678.6722.**