



***BPW International***  
***Financial Strategy Review & Reform***

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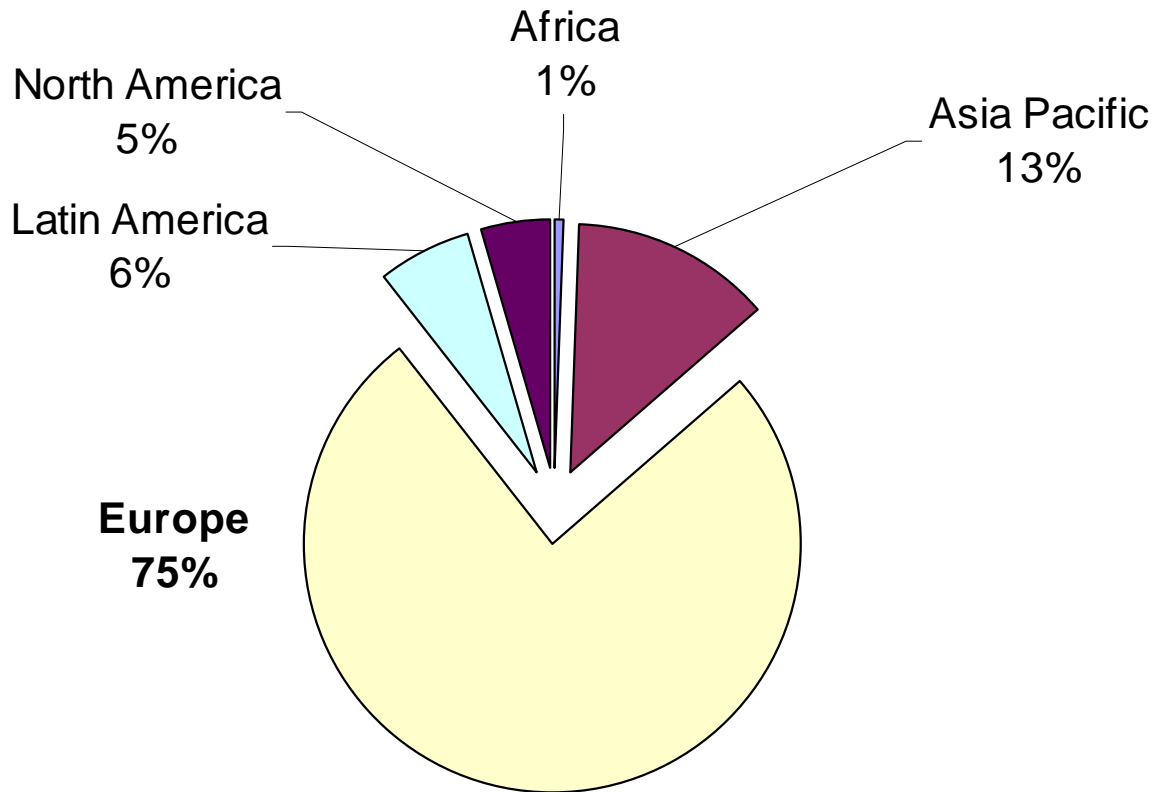


# Overview of Financial Status



# Summary of Dues 2006

**BPW International Due 2006**

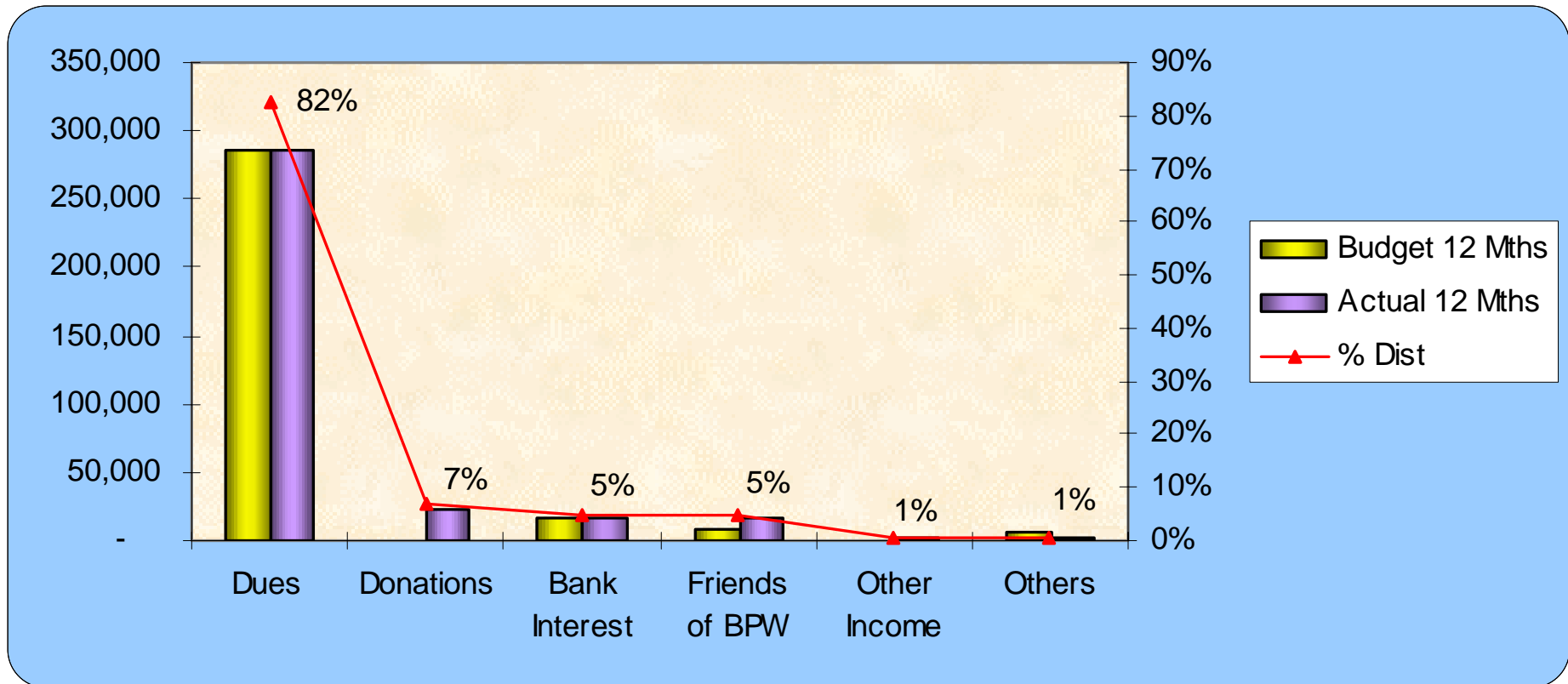




# Income 2006

(exclude Luzern Congress income)

Currency: EUR

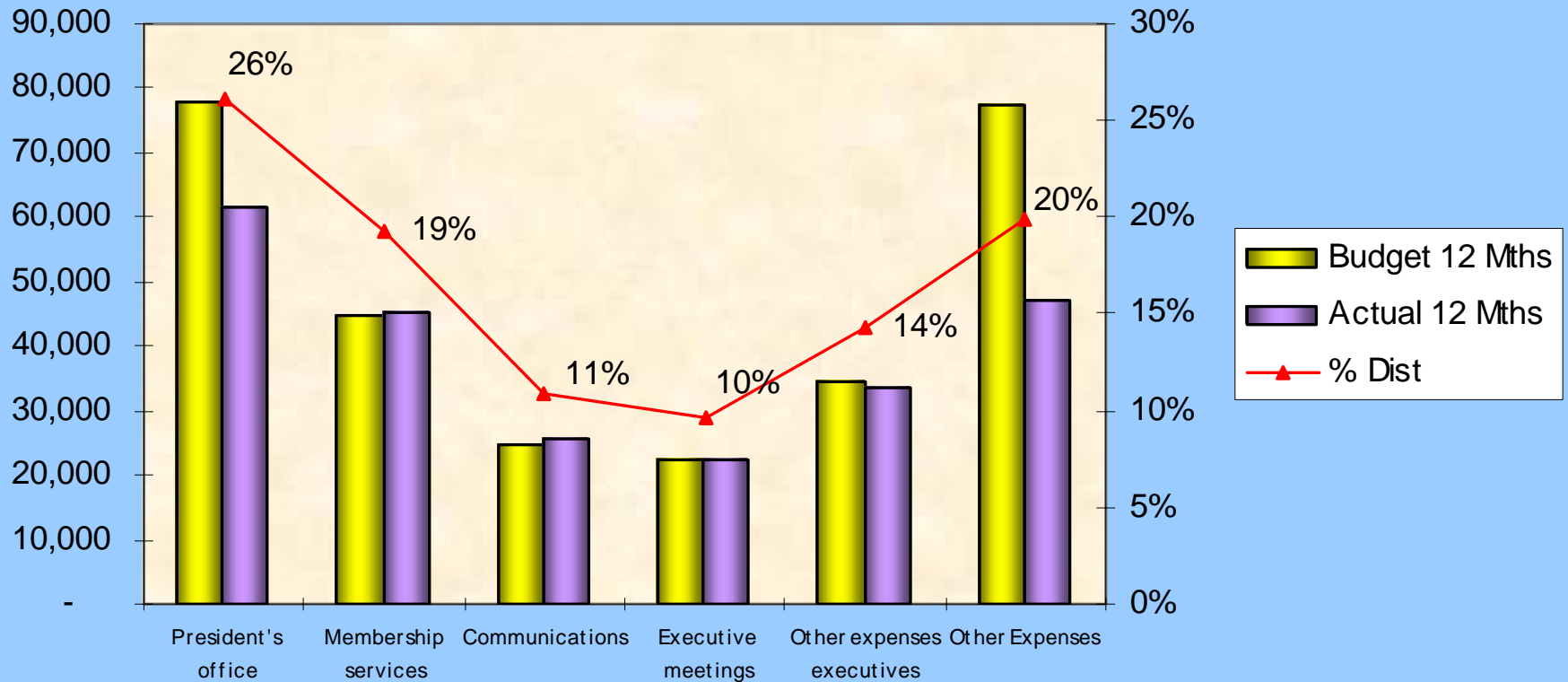


**82% of Income comes from dues  
(75% if include income from Luzern Congress)**



# Expense 2006

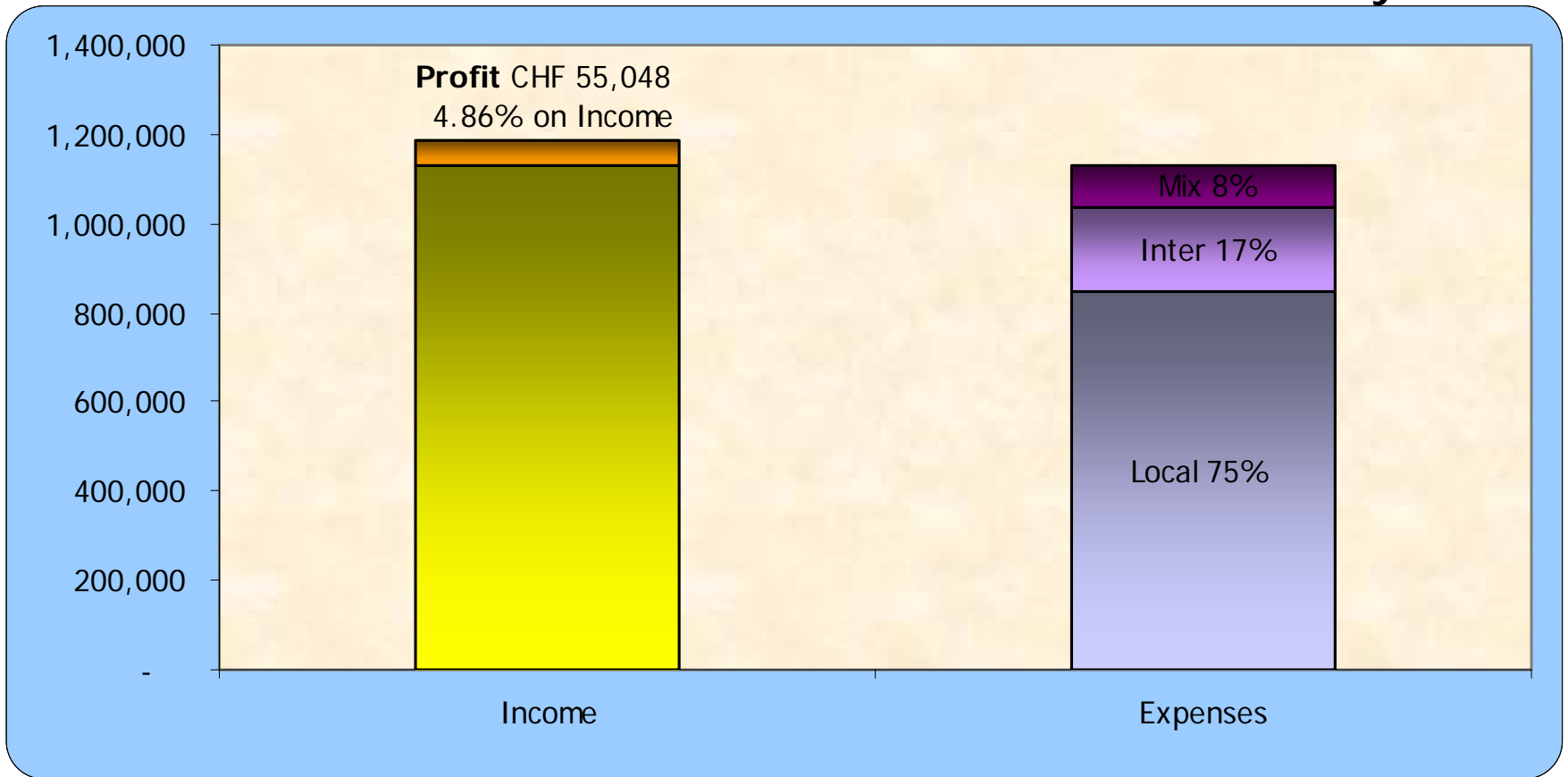
Currency: EUR





# Luzern Congress Finance

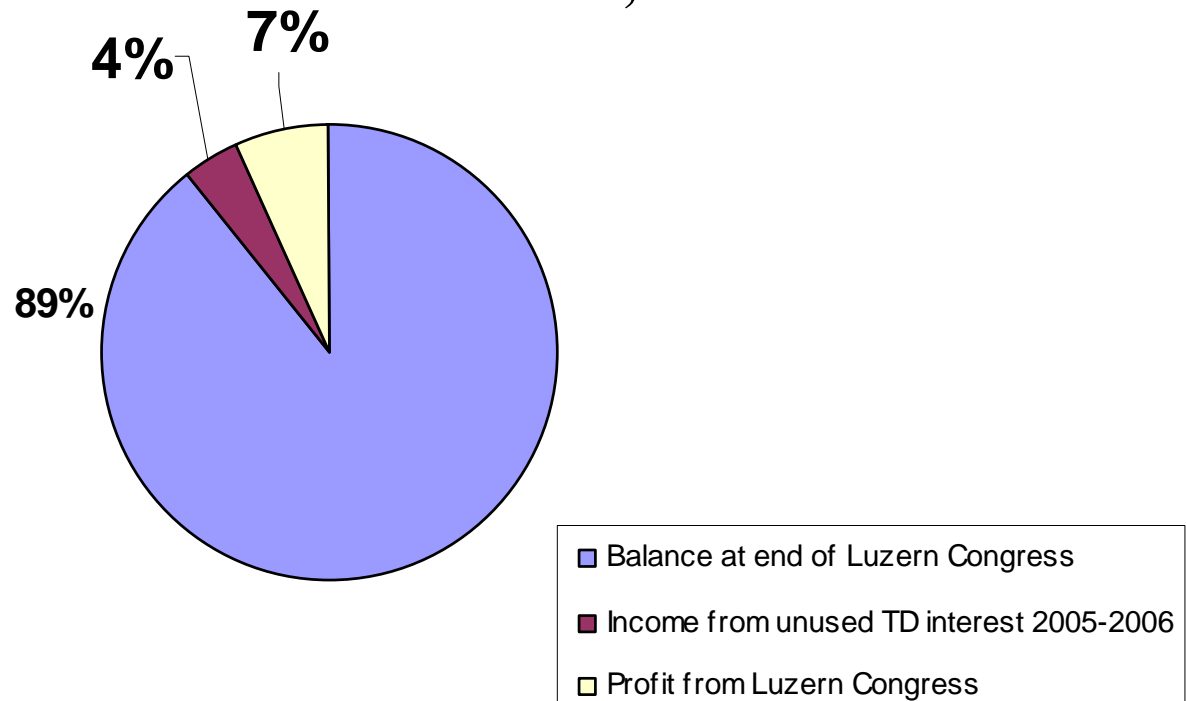
Currency: CHF





# Battersea Funds

**Battersea Fund as of Feb 2007  
has been restored to the total of  
328,295 GBP**





# 2007-2008 Important Factors

- 1. Reduction in Member Services Expense:**  
Moved from UK to Bangkok as of 1 Dec 06.  
Estimate 50% lower Member Service expense.
- 2. Increase income from Interest:**  
Interest from Battersea fund will be available to support Operating expense in 2007-2008.
- 3. Merida Congress:** Major variable in gain / loss.
- 4. Exchange Rate:** Strengthen Euro / Weaken USD can lead to F/X loss and higher dues for members who pay in GBP & USD.



# Factors with long term impact

- Decisions on Organization Reform from Merida Congress (e.g. office arrangement).
- The strategy BPW would use to finance the organization in the future.
- How BPW would handling International dues for large federation.



# Financial Strategy Reform



# *Goals for Financing Strategy*

## **INCOME in 2006:**

82% from Membership Dues;  
18% from Other Sources

(exclude income from Luzern Congress)

## **GOAL by 2011:**

70% from Membership Dues;  
30% from Other Sources



# *Goals for Financing Strategy*

## **Manage Finance in a Surplus:**

- Strategy to increase income.  
(Make Money!)
- Strategy to reduce expense.
- Strategy to manage financial risks.



# **I. Strategy to increase income**



## *Increase income from dues*

- Increase “PAID” members, not just members.
- Guard against Foreign Exchange rate loss when dues are paid in USD / GBP instead of Euro.



## *Fund Raising to support Operating cost*

In addition to Friends / Business Page, do:

- Sell goods using “profit-sharing” scheme.
- Advertisement on new BPW International web:
  - Google AdWord
  - Banner Ads
- Service for establishing business connection in member countries



# Get Sponsors



Promotional Materials can be order from President's Office. Brochures (up to certain Amount) is FREE, But affiliates must cover shipping fee.



## **II. Strategy to Reduce Operating Expense**



## *Choose country to incur expenses*

- ❖ Average monthly operation cost of President's office and Accounting has been reduced by 47% in comparison to the average monthly expense in Switzerland.
- ❖ Lower cost to produce publication materials and goods.



# *Only the active get reimburse*

*Only active Executive, Committee, Task Force and Representation who submit reports of their activities can reimburse expenses from their allocated budget.*



# **III. Strategy to Reduce Financial Risk**



# Other Financial Risks

- International Dues
  - Unpaid Dues
  - Unallocated dues payments
  - Incorrect number of members
  - Dues for large federation
- Congress Management



# Risks Mitigation – International Dues

- ❖ Make Money! Become less dependence on International Dues.
- ❖ Affiliate must recognize what they, their clubs and their individual members are entitle to once International Dues are paid. This “privileges” was sent with invoices for 2007 dues.
- ❖ Required Affiliates to collect dues on annual basis.
- ❖ Review structure of International due for large federation.



# *Review International Dues*

- International due is under review by Finance Committee. An additional expert on International due will be appointed to handle this in consultation with member countries.
- EXCO should propose new approach regarding handling of International dues in ways that improve the organization ability to grow memberships. We still work on this.



# Risks Mitigation – Congress Management

This would be discussed more in details in President Nok presentation on BPW Management Reform.



Thank you