

FLU Membership Requirements – *Day Membership Policy*

Dear Board of Directors and FLU Officers,

FLU defines its membership per the bylaws. All FLU members currently pay a fee of \$35 per year for membership privileges which include the Ricambi subscription, plus group and individual general liability insurance. FLU is required to provide a current membership list of members should an accident occur. That is why it is FLU's policy to require membership for participation in official FLU driving events. Our policy covers an unlimited number of Chapter and National driving events like Fiat Freak Out. FLU's insurance carrier is J.C. Taylor, an underwriter of some of the largest car clubs in the USA. We have a \$3 Million General Liability policy; details are enclosed in the pdf attachment.

Extensive research and lengthy dialog with J. C. Taylor has provided a solution to accommodate those who wish to participate with a “Day Membership” provision. “Walk ons’ to FLU events must become members to participate. The following plan has been adopted as of December 14, 2006 per BOD vote of 6 in favor, 2 opposed:

SINGLE DAY CHAPTER EVENT FLU MEMBERSHIP:

1. Walk on participant (not FLU member) fills out a FLU National membership form.
2. Walk on participant pays \$5 fee. (Checks payable to Fiat Lancia Unlimited). Day member receives a copy of club newsletter.
3. FLU Chapter collects forms and money before the driving event begins.
4. FLU Chapter indicates chapter affiliation on the membership form.
5. Newly signed up and paid “Walk on” member are now covered by FLU insurance.
6. Participant may use his \$5 fee against full year membership dues if he wishes to sign up for one year at the end of the day's event. His fee would still be \$35 (\$5 + \$30).
7. Chapter mails forms & revenue to FLU membership director by check after the event.
8. Full year members are immediately entered into electronic database, day members are held in an official file with other day members listed by specific event for easy reference.
9. Two day Chapter events require double the base fee. \$10. Three day event \$15.
10. Chapter may add on an additional fee for their specific event that supports the Chapter. Day membership is to be used for Chapter events, not the National FFO.

Note: Chapter organizers are provided with a membership list (Name and home state) to qualify FLU Members vs. “Walk Ons” prior to events. This list will be in Excel format.

Here is a summary of the new provision:

- FLU provides current membership list (name and state) prior to event.
- Permits FLU Chapters may invite non-member participants for driving events.
- Gives organizers and participants protection with a \$3 million liability policy.
- Built in potential revenue stream for chapters and supplement for FLU to process.
- Satisfies insurance policy mandate to keep an accurate membership list.
- Protects current revenue streams to continue Ricambi and web services.

- Membership form preserves participant address and E mail for use by Chapters.
- Sample issue introduces club and promotes regular membership.
- FLU still preserves incentive for full membership benefits.
- FLU mails only one issue, saving 80% of yearly mailing costs.
- One Day Membership does not violate new Chapter Guidelines.
- Participants in multiple events generate funds beyond standard dues.

-Single Day Member \$5 Fee Includes FLU Insurance, 1 Newsletter

-Year Membership \$35 Fee Includes FLU Insurance including:

6 Issues Ricambi via 1st class mail

Free Classified ads

\$3 Million Individual and group general liability policy.

Year round participation in any FLU Event (local fees may be added)

Full FFO Participation

Voting Rights and volunteer opportunities

FLU Membership form will be amended to reflect the following changes:

Name _____ Spouse _____

Address _____

City _____ State _____ Zip _____ Country _____

E-Mail address: _____@_____

Italian Autos Owned? _____

How did you hear about FLU? _____

Make checks payable to "Fiat Lancia Unlimited"

____ Single Day FLU Membership Date: ____/____/____ Chapter: _____

____ FLU One Year Membership \$35

Chapter Affiliation (Member's Choice) _____

Other supporting notes:

From John Montgomery:

Here is my view of the one day plan as a Chapter leader and as President of FLU.

As a Chapter leader, I really like the new plan. Why?

1. It gives me the unflinching ability run official FLU Chapter driving events. I can invite all current & expired members of FLU, the Alfa Club, Ferrari Club, Triumph Club, even my neighbor who has a 73 Plymouth Barracuda. All participants will be protected with a simple plan that is easy to administer for our membership director.
2. The quick sign up form and low price point will attract all drivers, and there's room to allow my Chapter to make a little money while building up the local base of members. We may also recover some expired FLU members.
3. It protects me as an organizer of the event and a named officer of our Chapter.
4. It prevents mixed participation of insured and non-insured drivers on an event.
5. It encourages my Chapter to DO a drive or any other moving activities.

As the President of FLU, I really like the new plan. Why?

1. It makes sure that EVERYONE on every FLU drive is covered by insurance.
 2. It shows ALL car enthusiasts who participate what FLU is all about.
 3. It builds membership and revenue for FLU and the Chapter. It is also fair to existing members and protects our club revenue stream.
 4. It protects Chapter leaders, FLU leaders and the membership with our insurance.
 5. It helps Chapters who (in many cases) desperately need to get more active.
- This plan makes a club named "Fiat Lancia Unlimited" a really fitting title!

John Montgomery
FLU Atlanta Chapter President
FLU National President
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Fiat Lancia Unlimited (FLU) Chapter Guidelines

Background: Fiat Lancia Unlimited (FLU) is a national non-profit organization to enhance the ownership of Fiat and Fiat-family automobiles that include Fiat, Lancia, Bertone, Pininfarina, Yugo and certain other Italian marques--hereafter referred to collectively as "Fiat". Individual FLU Chapters are an essential part of FLU membership. This document defines a FLU Chapter, outlines its operation and discusses the relation between a Chapter and FLU-National.

Organization: Chapters are composed of FLU members who reside in a given geographical area—such as a metropolitan area, region, state, collection of states or provinces. A FLU Chapter is a subset of the national FLU membership and provides the individual FLU member with the benefits of a local organization supported by the national-level club. Chapters bring together Fiat enthusiasts for local activities, supported by FLU for promotion, insurance, and FLU's networking tools of RICAMBI magazine and its Internet website.

Structure: A Chapter's title or subtitle must contain FLU and should describe its local area (e.g. FLU-Western New York/Southern Ontario, FLU Carolina, or Roamin Chariots—a Chapter of FLU). The Chapter's affiliation with FLU must be evident, with the FLU logo displayed on any Chapter publication and a direct link to FLU on any Internet website. Proposed Chapter names are subject to approval of the FLU Board of Directors (FLU-BOD) as part of the Chapter recognition process. Similarly Chapter name changes are subject to FLU-BOD approval.

FLU Chapters should have designated officer positions to include, at a minimum, a President, and a Treasurer/Secretary. Each of these positions must be filled by a separate individual. Since local Chapters emphasize local events, additional positions such as activities coordinators and publicity specialists may be created according to the Chapter's size, range, and specialized needs. An individual member may occupy more than one office but the Chapter President cannot also serve as Treasurer. A core group of dedicated enthusiasts with a strong desire to build and maintain a successful Chapter should take precedent over a long roster.

A FLU Chapter will have a minimum of four members and hold at least one meeting per year. For purposes of meeting the 'minimum number of members' requirement referenced above, a single family membership in a Chapter is considered as one individual.

Requirement for FLU Membership: It is a goal of Fiat Lancia Unlimited that all members of independent/local Fiat Clubs will also be members of FLU-National; however, national FLU membership is *required* to participate in *any* FLU event that is solely sponsored by FLU or a Chapter of FLU. The primary basis for this requirement is the application of FLU liability insurance to Chapter events and their membership—a

potential benefit that most independent clubs could not afford nor justify financially. FLU membership not only provides the recognized FLU-National benefits for each local Chapter member, but serves to protect both organizers and participants from many forms of potential litigation arising from FLU Chapter events and activities.

To support membership and recruitment at the Chapter level, FLU-national shall provide periodic listings of current FLU members residing in the Chapter's geographic area. This information is for the exclusive purpose of contacting members and to verify membership. It is not to be duplicated nor used for any commercial or solicitation purposes.

In order to be a member of a FLU Chapter, an individual is required to be current, paid-in-full member of FLU-National in order to participate in any identified driving event, car show or technical session that is solely sponsored by FLU or a Chapter of FLU. Chapter meetings may include non-FLU members, prospective members, family members or others, provided the meeting does not include any specifically posted or advertised FLU driving event, FLU car show, or FLU technical session.

Chapters that elect to offer independent membership to individuals within their local Chapters without membership in FLU-National are not covered by FLU liability insurance. Chapter leaders who permit such practices are subject to liability arising from any incidents which may occur. FLU-National and its current membership in good standing are not responsible in such circumstances.

Chapter Activities: FLU Chapters should have regularly scheduled meetings, events, local drives or technical sessions occurring at intervals such that its members can adequately support these desired activities. Activities may take the form of any gathering of Chapter members, ranging from social events to technical sessions to extended road-trips.

The Chapter should produce and distribute some form of publication/newsletter (either hardcopy or online/electronic) which provides articles and photos of past events, forecasts the Chapter's upcoming schedule, and offers a forum for discussion, snapshots and advice from other members. A Chapter Internet website is the most functional and effective method of connecting to its members.

Publication of the Chapter's schedule facilitates planning, publicity and organization of the events, reservation of meeting or event venues, and permits members to arrange their personal, family, work and vacation schedules accordingly. By announcing a range of events early in the year, the Chapter will benefit from a larger participation by its members. Chapter events should also be published in FLU's website and magazine.

Chapter Publicity: FLU's website and its RICAMBI magazine are rich sources of ideas for Chapter activities, and FLU resources are another source of publicity for the Chapter's events. Chapters are encouraged to support each other and learn from other Chapters' experiences.

Chapters not only provide a venue to link Fiat owners and enthusiasts, but Chapters also can attract other Fiat owners unaware of an Italian car organization in their area, or of FLU itself. Therefore, each Chapter should use publicity tools to ensure maximum awareness of Chapter activities. These tools include:

- An active Internet website supported by links from FLU and other car-associated sites, with reciprocal links as appropriate;
- A newsletter - either electronic or hardcopy - containing planned Chapter and regional events of interest;
- Chapter business cards or flyers to be used by the Membership to attract potential new members when encountered;
- Promotional materials/advertisements displayed at local car shows, foreign parts store bulletin boards, or other appropriate venues;
- Newspaper or television coverage of events. Many newspapers publish club and weekend-activity sections for which the Chapter should submit its events.

Revenue and Record Keeping: FLU Chapters will require funding beyond the activity-only level -- for newsletters, promotional materials, publicity, maintenance of an Internet website, and other expenses. Chapter officers should consider the expected costs of running their Chapter and should decide if Chapter dues are warranted or justified. The Chapter's policy regarding dues and fees should be made clear to its members.

Other funding for Chapter events can be obtained through admission or entry fees for a given event. Chapters can sponsor raffles, auctions and other fundraising methods.

Chapter revenue records must be accurately maintained and available to Chapter Members. A bank account is advised. A record for all Chapter events should include an accounting of income and expenses, the number of attendees and a short summary of the event. The Chapter Treasurer will post an expenditure and revenue report to the Chapter President within 30 days of any event involving use or collection of Chapter funds.

Sponsorship: Foreign car parts dealers, specialty machine shops, racetracks, and other local auto-enthusiast businesses recognize the value of establishing and maintaining relationships with local car clubs and may be willing to sponsor an event, provide door prizes, or offer discounts to Chapter members. Establishing connections to these local businesses is an important part of publicizing and strengthening a FLU Chapter, and can be mutually beneficial to both parties.

Support: FLU exists to support its FLU Chapters and members. Questions regarding formation of a local Chapter or other Chapter activity should be addressed to the FLU President. All FLU Chapters that exist at the time of adoption of these Guidelines shall come into full compliance the Guidelines by December 31, 2006. Any new Chapter receiving FLU-BOD recognition must be in full compliance with the Guidelines at the time of recognition. Should a Chapter fail to meet these standards, the FLU-BOD shall

take such remedial action it deems appropriate, including revocation of Chapter's affiliation with FLU and being prohibited from representing itself as a FLU Chapter.

Appendix A

FLU Chapter Establishment and Structure Requirements - Summary

1. A FLU Chapter must have at least four FLU members.
2. The Chapter must have at least a President and a Secretary/Treasurer.
3. The Chapter must have at least one meeting/event per year.
4. The acronym "FLU" shall be contained in the Chapter title or sub-title, and Chapter documents and publicity shall display the FLU logo.
5. The Chapter will provide FLU-National with a contact phone number and email address for publication in RICAMBI magazine and on the FLU Internet website.
6. If Chapter dues are collected or funds are raised, the Chapter should maintain a bank account.
7. FLU-National is not responsible for the collection of Chapter dues nor the financial obligations of Chapters. Conversely, the Chapter is not responsible for collection of FLU-National dues.
8. FLU membership is required for participation in any events that are solely sponsored by FLU or a FLU Chapter.
9. Chapter events should be publicized locally and in FLU's website and RICAMBI magazine.
10. Should a FLU Chapter not meet the Chapter requirements stated above, it is not eligible for FLU Chapter status.