

Sample membership email to a prospective Service Provider member. Please personalize as you see fit. Service Providers are companies that provide IP services to law firms and/or companies but do not practice law.

Subject: Invitation to join IPO

Attachment: IPO Membership Brochure for Service Providers
(Downloadable from <https://ipo.org/wp-content/uploads/2021/01/SP2021.pdf>)

Dear **First Name**:

I'm writing to invite **COMPANY** to join IPO this year. As an incentive to join within the next 60 days, IPO is offering to add three free additional months to your first year of IPO membership.

As a worldwide trade association, IPO members include intellectual property owners in all industries and all fields of technology, plus hundreds of law firms. On top of event discounts and exclusive sponsorship opportunities, business development benefits are included in your membership like free advertising and a listing in the IP Service Provider Directory.

If you have any questions about IPO membership, or if you are interested in taking us up on this offer, please contact IPO's director of membership, Matt Rankin, at 202-507-4496 or MRankin@ipo.org.