

IBF MEMBERS INCLUDE WELL-KNOWN COMPANY PROFESSIONALS THAT SPAN A BROAD ARRAY OF BUSINESS SECTORS.

Are you responsible for any of the following at your company?

Allocation & Planning	Load Forecasting
Assortment	Logistics
Brand & Product Management	Manufacturing
Business Development	Marketing
Buying/Purchasing	Master Scheduling
Call Volume Management	Material Management
Collaboration	Merchandising
Demand Management/Planning	Mergers & Acquisition
Distribution	New Business/ Product Development
Economic Analysis	New Product Forecasting
Engineering Operations	Operations
ERP Implementation	Procurement
Finance	Production
Forecasting	Retail Collaboration
Information Technology	Sales
Inventory Management	Sales & Operations Planning (S&OP)
	Sourcing
	Statistical Modeling
	Strategy
	Supply Chain Management
	Warehousing

By joining our organization, you can make certain that your company sets up the right forecasting process and uses the best techniques available. Moreover, you can be sure that your forecasting and demand planning staff has the proper knowledge and skill set for success.



**Institute of
Business Forecasting**

*Increasing Organizational Performance
Through Forecasting Education*

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MEMBERSHIP



*Be a Part of an
Exclusive Group of
Professionals*

Membership

BENEFITS INCLUDE:

- **JOURNAL OF BUSINESS FORECASTING (JBF) SUBSCRIPTION**
- **FREE ACCESS TO ALL PAST JBF ARTICLES SINCE INCEPTION**
- **DISCOUNTS ON IBF EVENTS**
- **BUSINESS FORECASTING RESEARCH REPORTS**
- **AND MORE, LOOK INSIDE FOR DETAILS...**



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Membership Benefits:

➤ Journal of Business Forecasting (JBF)

Active IBF Members receive our quarterly journal, packed with a host of jargon-free articles on how to obtain, recognize, and use good forecasts. Every article is written in an easy-to-understand style for business executives and managers.

Let the Journal of Business Forecasting help you make vital decisions about sales, capital outlays, credit, plant expansion, financial planning, budgeting, inventory control, production scheduling, marketing strategies, and more. Most of the articles are written for and by practicing forecasters.

➤ NEW! Journal of Business Forecasting Past Articles (FREE)

Active Membership now puts all Journal of Business Forecasting articles since inception (1981) at your fingertips! IBF Members now have the ability to download unlimited PDF files of articles based on any search criteria. Members can access hundreds of articles representing a multitude of industries, companies, and topics including forecasting, demand planning, and supply chain management. There is no other body of knowledge that is as extensive as this one and geared primarily towards practitioners.

➤ Benchmarking Research Reports

Our benchmarking reports will provide you with an understanding of key metrics and how your company measures up to the "best in class" metrics most companies are achieving.

Current research includes Benchmarks of:

- Forecasting Error
- Forecasting Salary
- Forecasting Software/Systems
- And More!

Each in-depth study is primarily based on responses from practicing forecasting professionals and other sources.

➤ Knowledge Base & Action Templates

Active members have access to knowledge and guides on how to handle common challenges for practicing forecasters. A few of the challenges addressed in our growing knowledge base include:

- "How to Win the Support of Top Management for Forecasting"
- "How to Select Forecasting Software/Systems"

Ready to use Action Templates include:

- How to calculate forecast error?
- How to calculate how much money you will save by reducing a specific amount of error?

➤ Learn and Network with Fellow Practitioners at our Events (Discounts available)

IBF Conferences, Tutorials, and Workshops can raise your forecasting accuracy to new levels. Plus we also offer online events through our Webinar series for busy professionals anywhere in the world.

- Get step-by-step training
- Share experience with forecasting professionals working in well-known companies

- See demonstrations of the latest software packages and systems
- Network and make long-lasting connections with your peers in the field
- Hear case studies and see how your organization measures up.
- And much more!

Join us at an IBF event today!

➤ NEW! Conference Presentations (Discounts available)

The IBF has put access to research at your fingertips by allowing active members to download past conference presentations at a discounted rate. You can access hundreds of presentations representing a multitude of industries, companies, topics, and more.

➤ In-House Training & Education Workshops (Discounts available)

The IBF can bring business forecasting to you, anywhere in the world! Join scores of companies that have utilized IBF's In-House training and education such as: **GAP, Cadbury, Wachovia, Wyeth, GlaxoSmithKline, Nike, Molson**, and others. Gain forecasting knowledge and hands-on training right in your office that can be put to use immediately. Not only does In-House training give you a foundation in forecasting, but it is also a perfect way to prepare for the certification exams

➤ Forecasting Books (Discounts available)

Our books are geared towards helping professionals learn, process, interpret, and implement Business Forecasting information. In addition, we offer manuals that detail each speaker's presentation from all of our conferences. Our latest books (Partial List):

- **Practical Guide to Business Forecasting**
by Dr. Chaman Jain & Jack Malehorn. pp. 510, 2005, \$59.95
- **Benchmarking Forecasting Practices: A Guide to Improving Forecasting Performance**
by Dr. Chaman Jain & Jack Malehorn. pp. 116, 2006, \$68.95
- **Regression Analysis: Modeling and Forecasting**
by Dr. George C.S. Wang & Dr. Chaman Jain. pp. 296, 2003, \$58.95
- **Sales and Operations Planning Books**
by Tom Wallace and Bob Stahl (see www.ibf.org for full collection)

➤ Certification Program (Discounts available)

More firms of all sizes and regions recognize that forecasting and demand planning are vital in business. In turn, having members of the team well versed in forecasting has become just as crucial. IBF's Professional Certification Program is an excellent way to pre-qualify and validate your teams forecasting and demand planning knowledge. Our certification program is also an excellent way to enhance your credentials and advance in your career.

We offer two levels of Certification:

1. Certified Professional Forecaster (CPF)
2. Advanced Certified Professional Forecaster (ACPF)



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Who we are:

The Institute of Business Forecasting (IBF) is recognized worldwide as the premier full-service provider of forecasting & planning education, training, and certification. For more than 20 years, the ibf has been helping organizations improve their forecasting accuracy in an effort to increase overall performance.

Membership Dues:

Individual	<input type="radio"/> Domestic	\$250 (USD)
Membership:	<input type="radio"/> International	\$300 (USD)†
	<input type="radio"/> Domestic (2yr.)	\$475 (USD)
	<input type="radio"/> International (2yr.)	\$550 (USD)†
Corporate Membership (8 Max):	<input type="radio"/> Corporate Domestic	\$1800 (USD)
	<input type="radio"/> Corporate International	\$2000 (USD)*†
	<input type="radio"/> Corporate Domestic (2yr.)	\$3500 (USD)
	<input type="radio"/> Corporate International (2yr.)	\$3800 (USD)*†

* 8 people maximum † refers to outside the U.S.A.

First Name _____ Last Name/Surname _____

Job Title _____ Company _____

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Industry _____

Payment Enclosed Bill Company Credit Card

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Or visit our website at:
www.ibf.org/mem.cfm and complete our on-line form

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