



FREQUENTLY ASKED QUESTIONS

YPO New Membership Criteria as of 1 July 2016

Question: Why this adjustment?

Answer: Every three years, the YPO membership criteria are adjusted using the Consumer Price Index (CPI). This ensures the quantitative standards required to join YPO remain relevant to the global developments.

Question: Who are the members who discussed this adjustment?

Answer: Members of the Membership Committee, the YPO regional chairs and the WPO regional chairs. The YPO International Board approved the adjustment in January 2016.

Question: What is changing?

Answer: The financial criteria relevant to company size. The age and title criteria remain the same.

The new criteria will be as follows:

	Before 1 July 2016	After 1 July 2016
Sales/volume of a corporation	USD12 million	USD13 million
Agency	USD9 million	USD10 million
Financial institution average assets	USD240 million	USD260 million
Enterprise value	USD15 million	USD20 million

Question: Why did enterprise value have a larger increase than the other criteria?

Answer: Enterprise value was identified as being 'low' since it was introduced in 2000 and the median enterprise value for current members is at a high of USD54 million. A conclusion was reached that an adjustment to USD20 million is more relevant to the existing standards of members' companies.

Question: Will existing members be required to reach the new criteria?

Answer: No. Any current or resigned member as of 30 June 2016 will continue to qualify with the criteria as it was when he or she joined.

Question: What about a member who resigned and wants to reinstate?

Answer: Any member who joined prior to 1 July 2016 and wishes to reinstate is eligible to reinstate based on the criteria at his or her original join date.

Question: What about prospects in the pipeline who may not be able to join by 30 June 2016 and do not meet the new criteria?

Answer: The changes are being announced in January 2016 to provide time for the chapter leadership to adjust the chapter recruitment timeline. Alternatively, for non-qualifying applicants, a waiver application will be required.

Question: What about prospects moving forward who do not meet the new criteria?

Answer: The chapter leadership is encouraged to use the Peer Review Process (waiver application).

Question: How does the Peer Review Process (waiver application) work?

Answer: Chapter leaders complete and submit a simple form that is considered by a peer review panel. Any applicant approved through this process will only need to maintain the criteria for which the membership was approved under by the peer review panel.

Question: Can any application be submitted for approval through the Peer Review Process?

Answer: Yes. All submissions will be reviewed provided they are not below 65 percent of any of the other applicable quantitative membership criteria.

Prepared by: YPO-WPO Membership Development Team

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Contact: membership@ypowpo.org