

MINUTES OF THE MEETING

Rawalpindi Chamber of Commerce & Industry

RCCI Standing Committee Meeting on Membership

Venue: Khalid Waheed Conference Hall

Time: 01:30pm

Date: 20th January, 2014

Chairman: Ch. Pervaiz Ahmed Warriach

Vice Chairman : Mr.Tahir Taj Bhatti

Minutes Recorded by: Amara Saleem

S. No	Points Of Discussion
	The meeting was formally started with the recitation of Holy Quran.
1.	<p>The Former Senior Vice President RCCI & Chairman of Standing Committee on Membership Ch. Pervaiz Ahmed Warriach started the meeting with the word of thanks to all participants and elaborated the importance of standing committee in chamber. He further highlighted the following points:</p> <ul style="list-style-type: none"> • Renewal of Membership should be maximized. • Executive Committee should take be on board for renewal. A committee of 5-6 members should be formulated. • Sector vise chairmen of all standing committees should also be involved in increasing the membership of their concerned sectors. • He stated that we are having less industry members; we need to focus on increasing the corporate sector membership.
2.	Presentation on Membership was delivered by Ms. Amara Saleem R&D Officer, R & D department.
3.	<p>Mr. Sohail Altaf, Former President RCCI elaborated that following points:</p> <ul style="list-style-type: none"> • For business community chamber's platform is very important. • Members should have build confidence on RCCI.
4.	<p>Mr. Najam Rehan Former President RCCI highlighted the following points:</p> <ul style="list-style-type: none"> • Membership is core source in chamber through which revenue is generated. • He stressed that its renewal is very important & RCCI membership fee is quite reasonable for all members. • He focused that to beat the previous record of the membership we need to share the responsibilities of chairman of this standing committee meeting on individual basis. • We can easily achieve our targets & increase our quality members. • Membership should be increased only renewal is not important.
5.	<p>Mr. Manzar Khurshid Shaikh Ex- Officio stated that:</p> <ul style="list-style-type: none"> • Proper strategies should be implemented in this regard like we are now facilitating online renewal facility along with this we can also facilitate by allowing online payment of

	<p>membership through credit card.</p> <ul style="list-style-type: none"> • RCCI should place a credit card machine within the premises. This small facilitation will benefit us. • We should also have authority letter from our member related to the tax return filing, Chamber will have authorization & an email will be sent directly to the tax consultant.
6.	<p>Dr. Shimail Daud Arain, President RCCI added that:</p> <ul style="list-style-type: none"> • We are already visiting Bazars regarding renewal, positive response is gathered. • He also emphasized that a subcommittee should be formed heading by 2-3 executive members, assigning them the renewal task under supervision of our former presidents. • Proper follow up should be done on all the work related to the membership. • Online renewal link is useable now on our website, now it's the responsibility of the associations to fulfill requirements of their concerned members and make their membership renewed. • Process of Merchant Account Online Credit Card has some difficulties. • He focused that latest enhancements will make it easy for the corporate sector.
7.	<p>Sheikh Hafeez Ahmed, Former Senior Vice President RCCI Congratulate the Chairman , he stated that Rawalpindi is now having a wide range of new markets & plazas which is a positive sign towards increasing the membership. RCCI team should visit every area and make them aware about the benefits of membership.</p>
8.	<p>Raja Amer Iqbal, Former Senior Vice President RCCI elaborated the point of Sheikh Hafeez and focused that Awareness Campaign should be started.</p>
9.	<p>Ch Nadeem A. Rauf Former Vice President stated that we should organize a membership week in which top management to staff all should work for membership. A proper media campaign related to membership should be started to make it cost effective.</p>
10.	<p>Ch. Pervaiz Ahmed Warraich added that if all of us work on this definitely chamber will have a lot of benefit.</p>
11.	<p>Mr. Younas Dar along with many members stated that we all are there to work for the renewal of membership and to Increase the members.</p> <ul style="list-style-type: none"> • He also added that awareness should be started and RCCI should provide incentives to the loyal members.
12.	<p>Mr. Sohail Altaf, Former President RCCI further added that existing members should be given incentives on bringing a new member to the chamber. He emphasized that this can be propagated and will be very beneficial. He further added that commercial banks be approached increasing corporate account holders to be member of RCCI either through Ministry of Commerce or Commercial Financial Institutions.</p>
13.	<p>President RCCI, Dr. Shimail Daud Arain focused that membership is a product for RCCI we should increase its sales and follow up should be made on weekly basis that how much new members are added.</p>
14.	<p>Abdul Qudoos, chairman standing committee on gems& jewelry stated that he has already started work within his association.</p>
15.	<p>Mr. Asim Malik stated that we are having less female members within our chamber. We should allocate the responsibility on female executive female members to help in increasing the number.</p>
16.	<p>Abdul Majid Khookar, Chairman Standing Committee Social Services proposed that double fee to be eliminated and discuss the matters on policy level.</p>

17.	One of the member in meeting quoted example of UAE Government that they had made compulsory chamber membership on every citizen we can promulgate this idea at government level.
18.	President RCCI, Dr. Shumail Daud Arain presented a suggestion that we can provide incentive of 50% concession to the members who bring more members.
20.	Many members focused on the campaigns and providing incentives to the members.
21.	Mr. Sakib Rafik, Chairman Standing Committee Young Entrepreneurs stated that an action committee should be formed and renewal should be started from top down by assigning the targets.
22.	Mr. Aqil Ubaid, Chairman Standing Committee R&D elaborated that we need to be very focused and we can also contact Zong in this perspective to facilitate in bringing new corporate members.
23.	It was also stated that subcommittee formed related to membership will have meeting after every 15 days in order to maintain a proper follow-up.
24.	At the end, Vice President Chairman Standing Committee on Membership Mr.Tahir Taj Bhatti thanked all the participants and meeting was adjourned with the vote of thanks.