



Workplace Solutions Association

Member Benefits

Tools & Resources

Insurance Plan Discounts

Members get access to various customizable medical insurance options that lower costs, improve employee engagement and provide better coverage for your entire workforce.

- National guaranteed rates with \$0 deductible, copay only plans
- Receive updated benefit communication materials and access to online enrollment technology
- Access to 5% reduction on dental, vision, disability and life
- Support for your Retirement & Investment, Property & Casualty, Payroll, and Tax & Advisory Service needs

Business Resources

Tools and resources to promote and grow your business, in partnership with ISSA, the worldwide cleaning industry association.

- **Dual Membership with WSA and ISSA**
- Membership directory listing
- Global cleaning industry tradeshow
- Source new products and solutions
- Training and certification programs

Scholarship Program

We have awarded more than \$2.5 million in scholarships to deserving families of office products and office furniture dealers.

Advocacy

Lobbying

Representation through a full time lobbyist who works on issues impacting the industry (i.e. labor, wages, tariffs, taxes, etc.).

GSA Contract Council

GSA contract Counsel offers assistance with acquiring, maintaining and marketing GSA federal government contracts.

Workplace Solutions Summit

An in person event held in Washington D.C. where members have the opportunity to meet with key members of Congress and committees working on issues impacting the industry.

GSA Taskforce

GSA quarterly task force meetings for office products, furniture, and technology.

Education & Training

Project Management Training

Protect margins by managing the client, contract, and project. This is a 5-week course presented by Solomon Coyle.

Webinars

- Cyber Security Education/Insurance
- Imaging Supplies/Managed Print Solutions
- Social Media Best Practices
- E-commerce, digital content, search engine optimization, data driven strategies
- AI/Artificial Intelligence Strategies

Janitorial Cleaning Training & Certifications through ISSA

- Cleaning Management Institute
- ISSA Online Learning Center
- Cleaning for Health Workshops



Workplace Solutions Association Committees

Manufacturers Forum

A new forum for manufacturers and rep groups to collaborate on their unique issues.

- Industry Trends and Benchmarking
- Networking and Events
- Dual Membership with ISSA
- Advertising and promotional opportunities across WSA/ISSA media channels
- Seat on ISSA Rep Council
- Rep Locator
- New advertising customers get **20% off** advertising in Independent Dealer

Marketing Committee

Help communicate and promote WSA's mission and values to members and the broader community.

Technology Committee

Work with dealers and service providers to educate and assist the industry with challenges and opportunities related to the performance and security of:

- Operating Systems
- Websites
- Internet Ordering Platforms
- IT-Related Issues
- Tech Product Sales Opportunities & Strategies