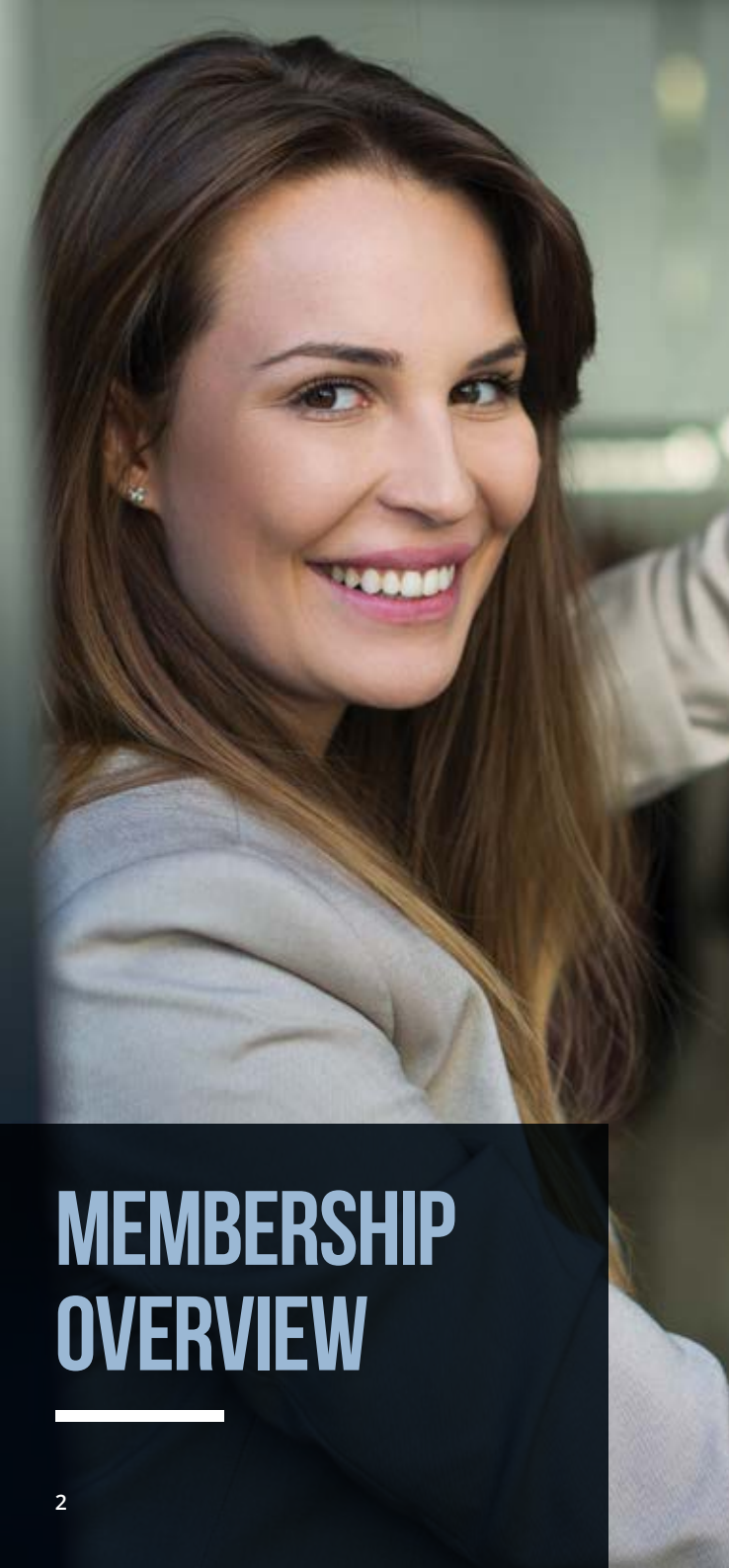


GTPA

GLOBAL TRADE PROFESSIONALS ALLIANCE

**THE TRUSTED NETWORK
POWERING GLOBAL SUPPLY
CHAINS AND THEIR COMMUNITIES**



MEMBERSHIP OVERVIEW

Membership Overview

GTPA is a not-for-profit, membership-based organisation connecting individuals and organisations to a trusted network with recognised capabilities that power supply chains and their communities around the world.

Our goal is to bring people together to:

- ▶ build professional capabilities in trade
- ▶ elevate the profile of trade
- ▶ advocate the benefits and opportunities of trade
- ▶ facilitate networking
- ▶ improve the performance and success of companies in global trade
- ▶ boost the efficiency of trade processes.

GTPA is the only organisation globally to develop the international standard for certifying trade professionals. The Global Trade Professional (GTP) Programme, has been developed under ISO/IEC 17024, for the certification of professional competence in the field of global trade.

Membership of the GTPA is open to all trade professionals from students to senior executives; a wide spectrum of organisations including micro, small, medium, large or multi-national business; peak industry bodies; chambers of commerce; trade education providers and government agencies.

Members will be part of a global alliance that in turn will:

- ▶ advance international development
- ▶ support the development of MSMEs and their access to global supply chains
- ▶ empower greater diversity women-owned engagement in trade.

When you join the GTPA we become partners, working with you to support global trade advancement and you will benefit from:

- ▶ Growth in skills and knowledge
- ▶ Internationally recognised certification
- ▶ Career progression
- ▶ Promotion of your capabilities as a global expert in trade
- ▶ Expanding your employment opportunities
- ▶ Global connections
- ▶ Access to a trusted network for sourcing employees

It is not compulsory to be a certified Global Trade Professional (GTP) to be a member of the GTPA, however it is compulsory for all certified GTPs to maintain their annual membership status.

The moment you join the GTPA, you become part of a global network of trade leaders.

Who would benefit from joining the GTPA?

There are many different professions involved in global trade, which why building a trade ecosystem through the GTPA membership is an important component to building relationships between entrepreneurs and business people with those that can provide the right advice, ideas and support is so important to the GTPA membership.

Anyone engaged in global trade can be a part of the network, but the alliance is targeted towards the following professions that span across trade as an industry:

TARGET PROFESSIONS							
Trade Management	Trade Finance and Supply Chain Finance	Trade regulation and compliance (Transport, Logistics and Clearance)	Trade Policy	Trade Law	Market Development	Global Supply Chain Management	Trade Research and Economics
Importer Exporter Entrepreneurs Director CEO Business Owner Managing Director Executive Manager Export Consultants International Trade Consultants Trade Commissioners Export Consultant Export Coordinator Export Manager International Business Manager International Trade Specialist International Trade Strategist Management Consulting Human Resource Manager International Trade Manager International Tax Specialist International Business Consultant Project Manager	CFO Director Country Manager Trade Finance Manager Relationship Manager Credit Risk Analyst Political and Country Risk Analyst Supply Chain Finance Manager Business Banking Manager Insurance Manager	Freight Forwarder Customs Brokers Documentation Clerk Border Control Officers Shipping and Logistics Coordinator Shipping and Logistics Manager Supply Chain Manager Operations Manager Transport Coordinator Export Compliance Officer Export Compliance Manager Shipping Specialist	Trade Negotiator Trade Policy Manager Industry and Government Relations	International Trade Lawyer Intellectual Property Lawyer Commercial Lawyer Trade and Customs Lawyer	International Sales Coordinator International Sales Manager International Marketing Coordinator International Marketing Manager Business Development Manager Export Manager International Business Manager International Trade Specialist International Trade Strategist Trade Commissioner Trade Promotion Manager International Trade Manager International Tax Specialist Customs and Tax Specialist Tourism Promoter International Business Consultant Project Manager	Supply Chain Manager Operations Manager Procurement Manager Customs and Tax Specialist	Academic Professor Research Analyst Senior Economist Chief Economist



MEMBERSHIP PATHWAY

Individual

- ▶ For individuals engaged in global trade who wish to participate in the GTPA for networking and information sharing.
- ▶ It provides a pathway for those seeking certification at a later stage.
- ▶ Membership ranges from: student, foundation, individual, fellow to honorary.

Global Trade Professional (GTP)

- ▶ For individuals who have been certified as meeting the competency requirements for a Global Trade Professional under ISO/IEC 17024.
- ▶ To maintain GTP status, individuals must be a member of the GTPA.

Corporate

- ▶ For private sector organisations involved in international trade who want to be recognised as employing and supporting certified Global Trade Professionals.
- ▶ Membership ranges from Bronze to Gold depending on the size of the company.

Government & Institutional

- ▶ For government and institutional organisations involved in international trade who want to be recognised as supporting trade capability development and certified Global Trade Professionals.
- ▶ This includes Industry bodies and Chamber of Commerce who do not wish to consider the option of being the authorised GTPA Chapter.
- ▶ Membership ranges from Bronze to Gold depending on the size of the organisation.

GTPA Chapters

- ▶ For industry associations or chambers of commerce involved in international trade who wish to work with the GTPA to expand your existing services to deliver the GTP programme and enhance their current service offerings.



INDIVIDUAL MEMBERSHIP LEVELS

STUDENT MEMBERSHIP

- ▶ Is open to third year graduates and post graduate students currently enrolled in an academic course related to international trade
- ▶ Related courses include: Trade Management, Trade Regulation and Compliance, Economics, Trade Finance and Supply Chain Finance, Trade Law, Entrepreneurship & Innovation, International Business, Commerce, International Trade, International Marketing, Supply Chain Management & Logistics

FOUNDATION MEMBERSHIP

- ▶ Is open to individuals currently involved in practical trade related training to expand and develop related skills and knowledge as part of developing your competencies to grow a global business
- ▶ Foundation membership does not require a member to have completed an academic qualification in the field of international trade
- ▶ Foundation membership is the pathway to begin your journey of progressing to becoming a Certified Global Trade Professional (GTP)

INDIVIDUAL MEMBERSHIP

- ▶ Is open for individuals practicing in the field of international trade who wish to be part of the GTPA network but have chosen not to undertake certification as a Global Trade Professional (GTP)
- ▶ To join us as an Individual Member, you must have a minimum of two years work experience in a profession related to international trade
- ▶ Student and Foundational members can progress as full members upon completion of academic studies

GTP MEMBERSHIP

- ▶ Is a compulsory requirement for those wishing to maintain their Certified Global Trade Professional Status under ISO/IEC 17024
- ▶ GTP membership is only available once you have been assessed as competent under the GTP programme

FELLOW MEMBERSHIP

- ▶ Is the highest level of membership you can achieve within GTPA
- ▶ Fellow members have senior experience, advanced expertise and sustained professionalism
- ▶ Members can apply for Fellow Membership status when they have been a GTPA member for five years or more or can demonstrate they have 10 years experience in the field of international trade

HONORARY MEMBER

- ▶ Is a significant award granted by the International and Technical Advisory Committee (ITAC) of GTPA
- ▶ The award may only be conferred on persons who have through their lifetime career demonstrated a clear and distinct role in advancing global trade development

GTP CHAPTER MEMBERS

- ▶ Are entitled to full membership benefits as a part of the alliance between GTPA and the related organisation
- ▶ Members of an approved GTP Chapter are eligible for a discounted membership rate via their existing membership of a peak Industry Body or Chamber of Commerce





CORPORATE MEMBERS

For private sector organisations involved in international trade who want to be recognised as an entity that employs and supports certified Global Trade Professionals.

BRONZE

For companies with an annual turnover less than \$5 million
Includes the certification of up to two personnel through the GTP Programme

SILVER

For companies with an annual turnover between \$5 million and \$20 million
Includes the certification of up to five certified personnel through the GTP Programme

GOLD

For companies with an annual turnover over \$20 million
Includes the certification of up to ten certified personnel through the GTP Programme



GOVERNMENT AND INSTITUTIONAL ORGANISATIONS

For government agencies, academia and industry bodies involved in international trade who want to be recognised as supporting trade capability development and certified Global Trade Professionals.

BRONZE

For organisations with an annual budget less than \$5 million
Includes the certification of up to two personnel through the GTP Programme

SILVER

For organisations with an annual budget between \$5 million and \$20 million
Includes the certification of up to five certified personnel through the GTP Programme

GOLD

For organisations with an annual budget over \$20 million
Includes the certification of up to ten certified personnel through the GTP Programme



MEMBERSHIP BENEFITS

	Student	Foundation	Individual	GTP	Fellow	Honorary	Corporate, Government, Institutional
Build your capacity and capability to successfully engage in global trade							
Access content on-the-go, topical issues and news in global trade	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to discounts on events and education programmes through the GTPA network of approved CPD providers	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to the latest research & information to challenge your thinking and keep you at the forefront of your profession	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to discounts on trade related publications approved under GTPA	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Resources and tools to support you with the next step in your career and show your earning potential	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to discounted coaching services to build your knowledge	Yes	Yes	Yes	No	No	No	Yes
Begin your pathway to a global career and open the door to a world of opportunities							
Complimentary certification of staff members through the GTP Programme annually							Yes, depending on your membership level
Engage in the GTPA network and contribute to growing the global trade alliance							
Opportunity to participate in GTPA working committees	No	No	No	Yes	Yes	Yes	Yes
Opportunity to participate in the International and Technical Advisory Committee (ITAC)	No	No	No	No	Yes	Yes	Yes
Profiling as a preferred GTPA speaker for conferences and events to expand your personal brand as a Global Trade Professional	No	No	No	Yes	Yes	Yes	Yes

	Student	Foundation	Individual	GTP	Fellow	Honorary	Corporate, Government, Institutional
Build your global profile and access a world of opportunities							
The use of GTP post nominals <i>* only applicable for those who have undertaken the GTP Certification</i>	No	No	No	Yes	Yes	No	Yes
Profile your company as an approved GTP employer and gain global status as a trusted global organisation <i>* highlight your status as a trusted global trading organisation supporting and developing trade</i>	No	No	No	No	No	No	Yes
Approved GTP corporate and institutional member logo <i>* profile the GTP brand on your marketing collateral to show your customers you are a trusted global trading body</i>	No	No	No	No	No	No	Yes
Exclusive profile opportunity for building your personal brand as part of the Trusted Network in the private members listing directory <i>* additional benefits apply for those undertaking the GTP Programme</i>	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to use the GTPA member logo <i>* additional benefits apply for those undertaking the GTP Programme</i>	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Opportunity to promote your services, speaking engagements, events via the GTPA network	No	No	No	No	No	No	Yes
Ability to participate in the GTPA mentoring and coaching programme for young trade professionals, students and businesses new to trade as a preferred supplier	No	No	No	Yes	Yes	Yes	Yes
Networking and collaboration: to increase your global trade success							
Through virtual and face to face networking, connect with global and local communities of like-minded peers	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Profiling as a preferred GTPA speaker for conferences and events to expand your personal brand as a Global Trade Professional	No	No	No	Yes	Yes	Yes	Yes
Discounts to member only GTPA events and activities run globally	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Leading international research on capacity and capability-building							
Access tailored research undertaken by the GTPA	No	No	No	Yes	Yes	Yes	Yes
Advocacy: breaking down barriers to trade							
Opportunity to participate in the Trade Policy & Advocacy engagement work the GTPA undertakes on behalf of our members	No	No	No	Yes	Yes	Yes	Yes
Engage in the Trade Policy & Advocacy work of the GTPA by contributing your voice	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to industry and government networks globally	Yes	Yes	Yes	Yes	Yes	Yes	Yes



BENEFITS OF BECOMING A GLOBAL TRADE PROFESSIONAL (GTP)

Whilst you don't have to be certified as a GTP to be part of the GTPA ecosystem there are significant benefits for those looking to springboard their career and gain international recognition under ISO/IEC 17024 as a Global Trade Professional.

Begin your pathway to a global career and open the door to a world of opportunities.

What is the value proposition for someone to undertake the GTP Programme?

- ▶ Trusted recognition and profiling of your competency as a Global Trade Professional;
- ▶ Eligibility to use the GTP post-nominals;
- ▶ Advance your career opportunities in global trade by offering increased value to your organisation or your clients;
- ▶ Create global connections by being part of a network that shapes and promotes the future of global trade;
- ▶ Participate in forums that drive policy reform;
- ▶ Leverage the GTP brand to grow your global business;
- ▶ Build your ongoing professional skills and knowledge;
- ▶ Enhance your global employability by acquiring transferable skills;
- ▶ Build your reputation as a leader in global trade;
- ▶ Access a range of resources and information to assist you in your career or your business.

Further information on the GTP Programme can be found on the website at www.gtpalliance.com or in the accompanying marketing pack for GTPs.

GTPA Individual Membership Fee

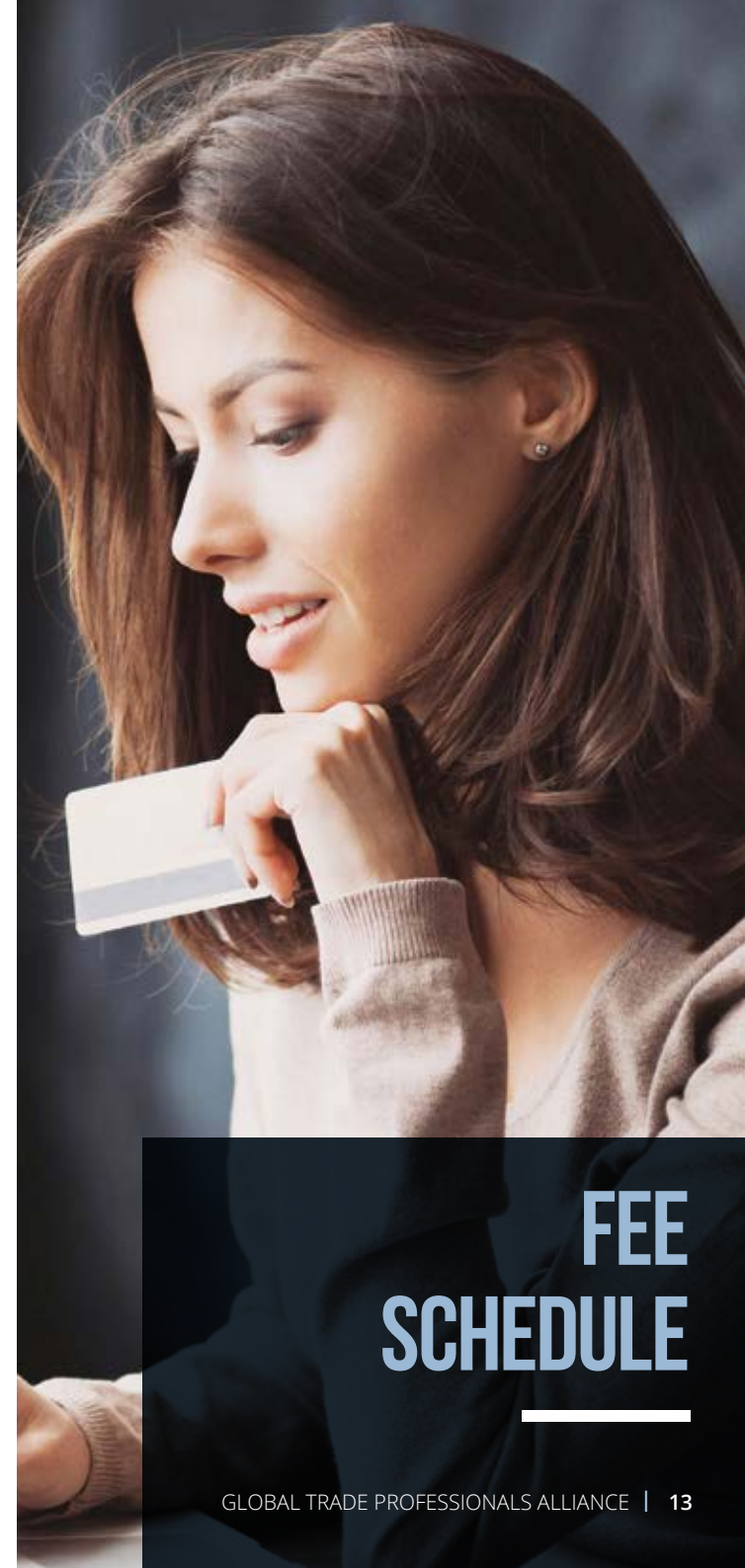
All fees are priced in USD and are valid for one year from the date of joining.

Description	Fee (\$USD) per person per annum
Annual Membership Fee	
Student Member	\$250
Foundation Member	\$250
Full Member	\$550
GTP Member	\$450
Fellow	\$450
Honorary Member	By invitation
If you are an existing member of any of the below organisations, please ask them for your promotional code to access the discounted membership rate: 1. GTPA Chapter 2. Approved Affiliate 3. Approved Provider	\$150
If the individual resides in a least developed country (LDC) a \$75 discount will be applied to the above fees	

GTPA Corporate Membership

All fees are priced in USD and are valid for one year from the date of joining. Corporates headquartered in LDC's are eligible for a 20% discount.

Description	Fee (\$USD)
Corporate Bronze Membership ▶ For companies with an annual turnover less than \$5 million ▶ Membership includes the certification of up to two GTPs per annum	\$500
Corporate Silver Membership ▶ For companies with an annual turnover between \$5 million and \$20 million and includes the certification of five GTP personnel	\$2,500
Corporate Gold Membership ▶ For companies with an annual turnover more than \$20 million ▶ Membership includes the certification of up to ten GTPs per annum	\$10,000



**FEE
SCHEDULE**



FEE SCHEDULE

GTPA Government and Institutional Membership

All fees are priced in USD and are valid for one year from the date of joining. All fees are priced in USD and are valid for one year from the date of joining. Corporates headquartered in LDC's are eligible for a 20% discount.

Description	Fee (\$USD)
Government and Institutional Bronze Membership <ul style="list-style-type: none"> ▶ For organisations with an annual budget of less than \$5 million ▶ Membership includes the certification of up to two GTPs per annum 	\$2,500
Government and Institutional Silver Membership <ul style="list-style-type: none"> ▶ For organisations with an annual budget between \$5 million and \$20 million ▶ Membership includes the certification of up to five GTPs per annum 	\$7,500
Government and Institutional Gold Membership <ul style="list-style-type: none"> ▶ For organisations with an annual budget more than \$20 million ▶ Membership includes the certification of up to ten GTPs per annum 	\$15,000

GTP Certification

All fees are priced in USD and the cost for certification is a one of fee. All GTPs must hold current GTPA membership to maintain GTP status.

Description	Fee (\$USD)
Certification Application Fee <ul style="list-style-type: none"> ▶ If the individual resides in a least developed country (LDC) a \$100 discount will be applied to the above fee 	\$850
Certification Application Fee for Graduates of Recognised Courses of an Approved Provider <ul style="list-style-type: none"> ▶ If the individual resides in a least developed country (LDC) a \$100 discount will be applied to the above fee 	\$550
Discounted Certification Application Fee & Membership Package <ul style="list-style-type: none"> ▶ Available to those persons that are studying and in the first year after graduation, or are personnel of an organisation that is paying a corporate, or government and institution membership fee 	\$1,000

FAQs

How long is my membership valid for?

Membership fees are paid annually based on the date you joined the GTPA. Membership fees are due on the anniversary date of joining.

How do I sign up to become a member?

The GTPA only accepts membership applications via the online application form which can be found on the GTPA website at www.gtpalliance.com. If you are experiencing difficulties completing the online application form, please contact GTPA via the online enquiries form or please email us at info@gtpalliance.com.

What currency do you charge for membership fees?

All GTPA membership fees are priced in USD.

What methods of payment do you take?

As the process of signing up online is via the website we process all membership fees online via credit card using our secure payment gateway. Membership renewals are processed via direct debit using the original details you provided when joining. Members can choose to opt out of renewing prior to their membership anniversary date.

To become a GTP do I need to be a GTPA member?

Yes, membership of the GTPA is compulsory for all certified Global Trade Professionals.

Can I join the GTPA without being a GTP?

Yes, membership is open to anyone interested and involved in Global Trade, so regardless of whether you choose to be certified under the GTP Programme you can still participate in the alliance.

How do I prove my entitlement to Student membership?

Student members must submit a copy of their current enrollment in an academic programme to demonstrate they meet the eligibility of student membership.

How do I prove my entitlement to Foundation membership?

Foundation members must submit a copy of their current enrollment in a related international trade training programme, that demonstrates that they are undertaking practical training related to global trade. This can include a certificate of attendance on any related short course.

How do I prove my entitlement to become a Fellow?

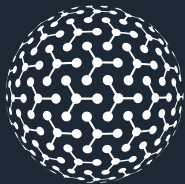
Fellow members must provide a copy of their CV to demonstrate that they have been engaged in a career in global trade for up to 10 years or if you have been a GTPA member for five years or more.

I am a member of an existing export industry association or chamber of commerce in my own country, am I entitled to any discounts?

The GTPA is about developing a global ecosystem and wants to work with existing industry associations or chambers of commerce so that you do not need to pay endless membership fees. If you are a member of an approved affiliate body, one of our GTP Chapters or are undertaking current training with an approved education provider, then you will be eligible to join the GTPA at a heavily discounted rate of only \$150 per annum. To access this discount you can either apply through your GTP Chamber and they will advise the GTPA or you can apply directly through the GTPA and we will provide you with a promotional code to activate the discount.

I don't have a GTP Chapter or affiliate body in my country?

If you have not been able to identify whether there is a GTP Chapter or affiliate body in your country than please contact the GTPA or alternatively seek out your local chamber of commerce and industry body to encourage them to consider joining the GTPA alliance to provide you with local benefits in your country.



GTPA

GLOBAL TRADE PROFESSIONALS ALLIANCE

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gtpalliance.com
info@gtpalliance.com

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