



The MATHEMATICAL ASSOCIATION of AMERICA

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Alfred B. Willcox, *Executive Director*

To: Section Chairs and Secretaries
From: Alfred B. Willcox *ABW*
Date: September 9, 1988
To: Book Sale Incentive Program

Dear Colleagues:

Incentive programs seem to be the order of the day for Sections. We have recently corresponded with you about the new Membership Incentive Program, and I hope that MIP will soon become a significant source of income for your section.

Now I'm writing to inform you of a new incentive program. Perhaps we should call it PIP, for Publications Incentive Program, but I doubt that it needs a name. Beginning in 1989 we will send your section a check for 10% of the proceeds from each of your section book sales. You need do nothing that you haven't been doing all along. When we receive your payment and orders from a book sale at one of your meetings we will send an MAA check to your treasurer for your 10% commission.

This change is in response to suggestions made in the 1988 Annual Section Survey and at the Annual Meeting of Section Officers last month. I hope that this additional income will be helpful in support of your section's activities.