



DIRECT MAIL PROCESSORS, INC.

SEPTEMBER 2019



2019 AT A GLANCE

Direct Mail Processors, Inc. celebrated its 27th anniversary this year! 2019 has come with a lot of changes for our company as well the direct mail industry in general.

We were fortunate enough to add a few new organizations to our DMP family and we've undergone several exciting staffing changes too. We are eager to see what the rest of this year brings and look forward to rolling out new solutions to our clients in the coming months.

In our 3rd quarter newsletter, you will see an industry analysis from our perspective, several exciting announcements, and a few ways our DMP team is giving back in 2019!

2019 3RD QUARTER
NEWSLETER

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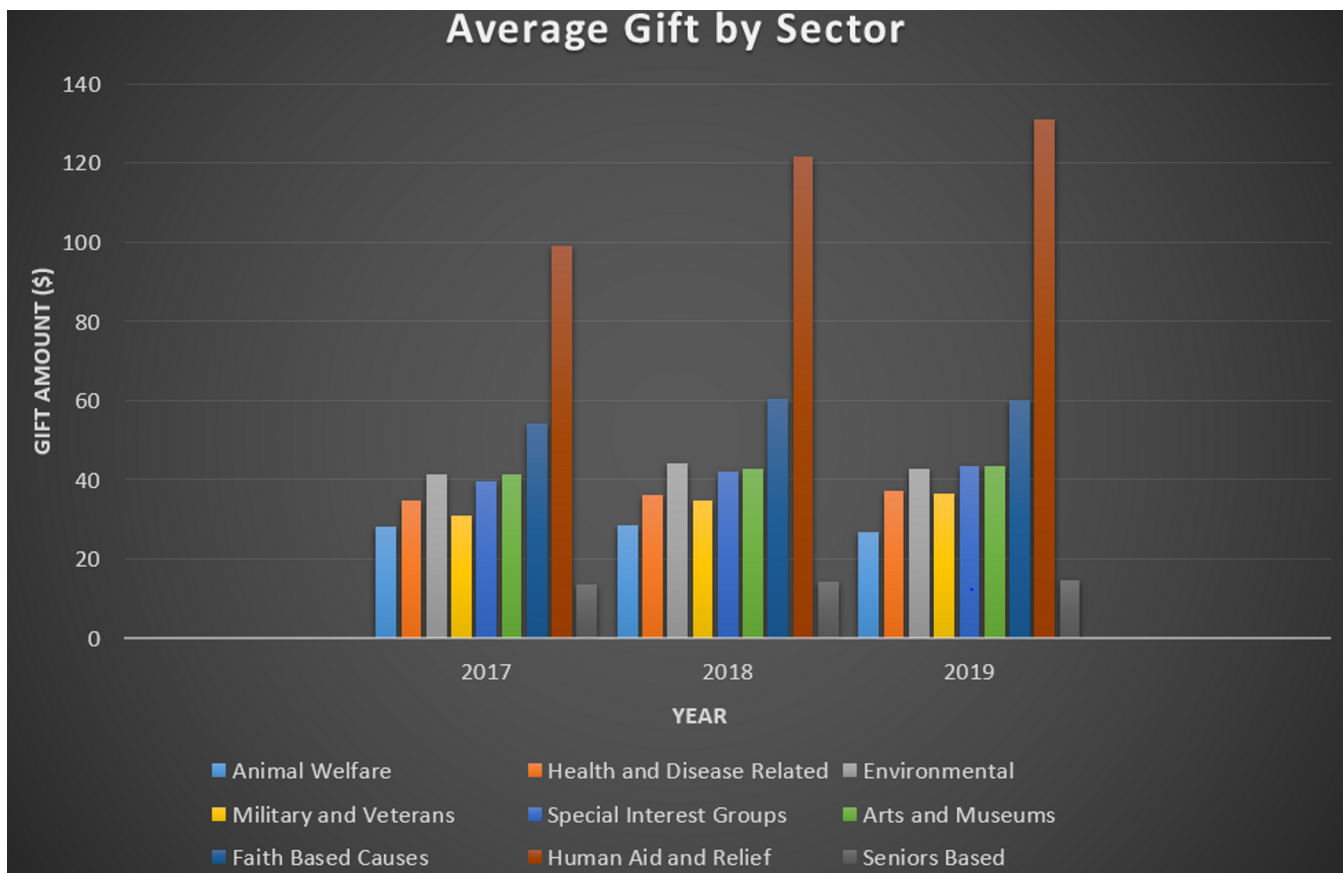
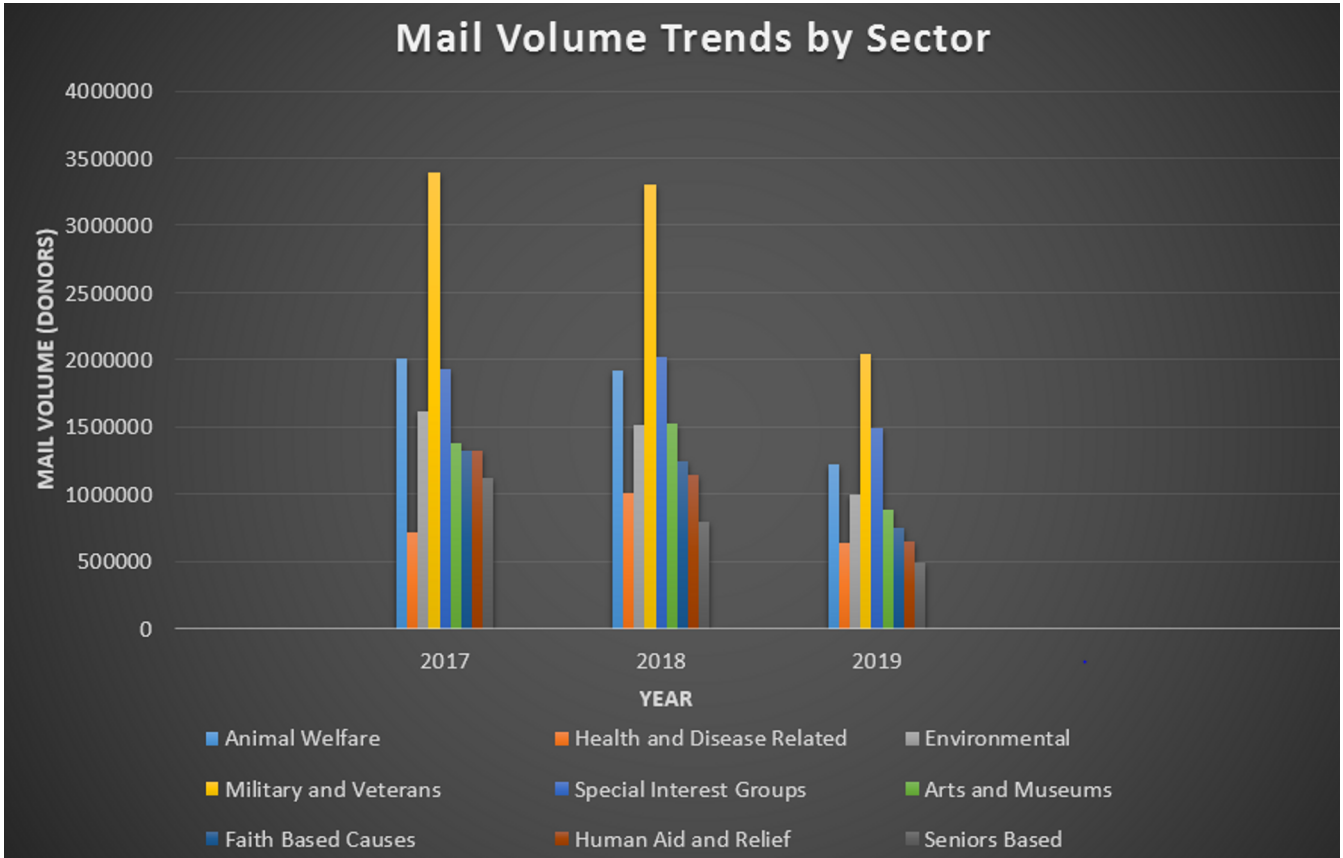
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Industry Analysis

(Please see appendix A for raw data)

Although some sectors have seen a decrease in giving, DMP has seen an increase in overall mail volumes compared to 2018. 2019 has shown a 3% increase in volumes which translates to about 2 million mail pieces.



OUR GROWING COMPANY

We've had the opportunity to add some great organizations to our DMP family and we are proud to be able to play a small role in the missions they support. It is an honor to be associated with the clients we currently service and we thank you for the differences you make in our communities.

DMP has also made several exciting staff changes this year. We are confident that our leadership team, along with our valued employees, will help enhance our already thriving services.

Molly Brandenburg has been promoted to our Operations Manager of Data Entry. Molly worked for several years in our Client Services department as an Account Manager and provided exceptional service for her clients. Her expertise in data capture made her the perfect candidate to take over this department and she is already making positive changes for her team and the company as a whole.

Becca Sites has taken on the role as our Director of Client Services. Becca also served as an Account Manager for several years and we are excited to have her overseeing this department. She has great vision on ways we can improve our engagement while giving back to our community and many causes that our clients work so hard to support.

Jeanne Williams took the lead in our Acknowledgement and Fulfillment department and has allowed DMP to grow this service for our clients. She has a no-nonsense attitude and makes sure her department runs efficiently and effectively. We are thrilled to have her as a leader!



GRAND CANYON
CONSERVANCY



United American Patriots



Serge

Grace at the Fray

*Molly Brandenburg -
Operations Manager -
Data Entry*



*Becca Sites - Director
of Client Services*

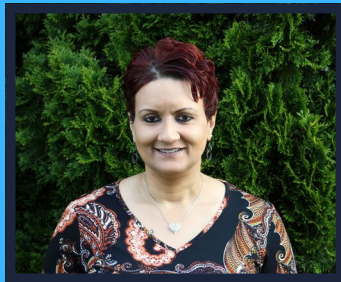
*Jeanne Williams -
Acknowledgements
and Fulfillment
Manager*



*Kevin Lynch - Network
Administrator/
Programer*



*Laura Walker -
Corporate Training
Manager*



*Valerie Azadi -
Senior Account
Manager*



*Heidi Bryan -
Senior Account
Manager*



Kevin Lynch is our new Network Administrator/Programmer and has been with DMP for over 15 years. Kevin maintains our network system and ensures our credit card department is PCI/DSS compliant. His positive attitude is just one of the things our staff loves about him!

Laura Walker has taken on the role as our Corporate Training Manager. She has already made huge strides when it comes to our on-boarding process with new employees. She is organized, thorough, and an overall pleasure to work with. Our new hires have fun getting started with Laura and they get the best training possible with her on their side.

Valerie Azadi is one of our newer Account Managers and has been with DMP for over 10 years. After working as an operator in our data entry department, she was promoted to her current position. Valerie has a bubbly personality and puts her data entry experience to good use. We are happy to have her on our Client Services team!

Heidi Bryan is our newest Account Manager and has hit the ground running. After her on-boarding process, she was ready to get to work and has taken over several clients from our portfolio. Heidi has a great attitude, is a team player, and her clients love working with her.

**"Alone we can do so little;
together we can do so much" -
Helen Keller**

SERVICE UPDATES

DMP has been listening to our clients and their growing need for more web-based solutions. We are working hard to perfect a few new services and we are excited to go live with these options this year!

We are now announcing a personalized landing page that can be built and tailored for each organization's needs. This page can be created to provide your donors a location where they are able to give online donations, become a monthly sustaining donor, manage/update their account, order premiums, and so much more! A huge perk of this webpage is that it will include the opportunity for automatic credit card updates. We hear so frequently that monthly donors are lost due to expired or outdated credit card numbers and this is a great solution to that problem! We have several live sites up now and they have proven to be beneficial for many clients and their donors.

We are also in the final stages of launching our new online reporting tool. This site is very user-friendly and will allow our clients to analyze their financial information in a more efficient way. We are very excited for this new service to go live - stay tuned!

And finally, there is another big change in the works for Direct Mail Processors. We will be opening a second facility in Greencastle, Pennsylvania in the coming months. This facility will not only allow us to grow along with our clients but, it will allow us to expand our current service portfolio as well. We are very excited for this new beginning and know it will give us the opportunity to better service our clients and staff.



BECOME A SUSTAINING SUPPORTER
THE MONTHLY GIVING PROGRAM FOR DAR



Sustaining Supporter - Pillars of Patriotism

Sustaining Supporters are Daughters and friends of DAR who are some of our most dedicated advocates. Sustaining Supporters care deeply about investing in the work of DAR and do so by contributing each month through automatic monthly gifts via a credit card charge or electronic funds transfer from their bank account. [Click here](#) for more information on Sustaining Supporter, the monthly giving program for DAR.

1. YOUR INFORMATION

Are you currently a Sustaining Supporter? *

No Yes

Full name *

National Number

Address Line 1* Address Line 2

City *

State * Zip *

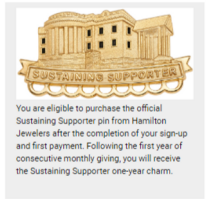
Email *

Phone *

(In case we have any questions concerning your sign-up form.)

How did you hear about Sustaining Supporter?

- select -



2. YOUR GIFT

You may support the funds of your choice with a minimum contribution of \$5 per fund, per month.

Popular Gift Amounts to Consider: \$17.76 \$25 \$42* \$76 \$100

*\$42 a month to the General Fund for 12 months in a calendar year qualifies you for recognition in the 1890 Annual Giving Circle.

I would like my monthly gift to support:

<input type="checkbox"/>	Guardian Trust Endowment	
<input type="checkbox"/>	President General's Project - Rise and Shine for America	
<input type="checkbox"/>	General Fund (Area of Greatest Need)	
<input type="checkbox"/>	Other funds	

Total Monthly Gift Amount
\$0.00

3. YOUR PAYMENT INFORMATION

Payment type (choose one):

Credit Card Electronic Funds Transfer from Checking Account

Note: All donations will be processed on, or around the 2nd of each month, weekends and holidays permitting. I understand that my gift to NSDAR is ongoing, but that I may cancel my commitment at any time and may alter my monthly giving profile any time, day or night, using the Sustainer Portal.

[Complete Order](#)

If you have questions about reaching specific donation levels in order to qualify for recognition in the 1890 Annual Giving Circle, or about reaching the minimum donation requirements for any of the DAR Donation Pins, then please email us at: development@DAR.org, or call the Office of Development directly at 800-449-1776.

DMP Gives Back

Our team at DMP have made it a goal to give back this year and have been getting more involved with our clients and the causes they support. In addition to internal team building, we've had some fun participating in some of our client's fundraising activities as well. Check out some of our favorite photos below!

Race to End Sarcoma 5k



Earth Day



Arbor Day Tree Planting Ceremony



Martha's Table Volunteer Day



July 4th "Most Patriotic" Contest

