



2010 Application for CSP Candidate

An optional step toward earning your CSP designation

Deadline for application: January 12, 2010

What is the difference between the CSP application and the CSP Candidate application?

NSA offers only one earned designation, the Certified Speaking Professional (CSP). The CSP Candidate program is an optional process for those who do not yet meet the full criteria for CSP. Applying through the CSP Candidate option allows applicants to begin the process of earning the CSP.

CSP Candidates are actively speaking and are pursuing the designation of CSP. The development of a successful professional speaking career takes significant time, effort and commitment. The CSP Candidate program provides an interim step for those who have not yet met the requirements necessary to qualify for the CSP designation. This program lets CSP Candidates know they are on the right track toward obtaining their CSP.

If you would like to declare yourself a CSP Candidate, please take the opportunity to read the CSP application and the following CSP Candidate information before you submit your application. Please call NSA Headquarters at (480) 968-2552 if you have any questions about the CSP or CSP Candidate requirements. CSP Candidates must complete only the CSP Candidate application and meet the criteria and minimum marketplace measures as outlined below. Once you have been approved as a CSP Candidate, you will have up to a four-year period in which to complete the full requirements for CSP. If applicant applies for the designation within the required time period, applicant may qualify using the requirements in place when approved as a Candidate, or the requirements at the time of the final CSP application.

Membership:

Be a member in good standing of National Speakers Association (NSA) or one of the Global Speakers Federation (GSF) organizations for a minimum of 12 continuous months (one year) prior to submitting your Candidate application. You will need to be a member for a minimum of 36 continuous months (3 years) prior to submitting your final CSP application.

Professional Education:

CSP Candidates must have attended at least one NSA / GSF Convention, Workshop, Winter Meeting, Conference or Lab during the 36-month period immediately prior to application. You will need to have earned a total of 32 education credits prior to submitting your final CSP application.

Professional Competencies session and Professional Business Ethics session:

CSP Candidates are *not* required to meet this criterion until submittal of final CSP application.





Time Period:

Submit the verification documentation for two of the most recent three calendar years immediately prior to the CSP Candidate deadline. Eventually use five of the most recent six calendar years prior to the final CSP application deadline.

Minimum Market Place Measures for a CSP Candidate

(You have the option of submitting more than the minimum measures.)

Each year must include a minimum of 20 fee-paid presentations.

You may use any one of the following four options to qualify:

	Clients	Presentations	Fee Income (USD)
Option One	30	75	\$75,000
Option Two	23	60	\$112,500
Option Three	15	45	\$150,000
Option Four	8	40*	\$187,500

* 40 presentations are required for Option Four to meet the 20 presentations per year minimum.

Clients:

CSP Candidates must have served the minimum number of clients required for the option under which they are applying in the two years used on their Candidate application. All record keeping instructions are listed in the CSP application information.

Presentations:

CSP Candidates must have given the minimum number of presentations required for the option under which they are applying in the two years used on their Candidate application. All presentations must be fee-paid. Each year must include a minimum of 20 presentations per year. All record keeping instructions are listed in the CSP application information.

Fee Income:

CSP Candidates must meet the minimum fee income required for the option under which they are applying in the two years used on their Candidate application. All fees must be consistent with their usual fee for a presentation to be counted. Fees cannot include travel expenses or revenue from the sale of books, recordings or products of any kind. If the fee is commissionable, use the gross fee. Indicate fees in U.S. dollars for each presentation using conversion rate tables as published on conversion websites such as www.xe.com or www.oanda.com. All record keeping instructions are listed in the CSP application information.





Testimonials:

Submit copies of 10 testimonials from 10 different clients listed on your Candidate application. The testimonials must be on client letterhead or email. Email testimonials must originate from the client and include the client's company name, testimonial writer's title and contact information. (You may submit additional testimonials to assure you meet the required 10.) For non-English testimonials, please translate into English.

Testimonials must correspond to a presentation listed on your presentation spreadsheet and be listed on the Testimonials Listing Form (page 5).

An additional 10 testimonials are due when the final CSP application is submitted.

Promotional Material:

CSP Candidate applications must include one copy of your promotional material. Promotional material can be a brochure or other piece containing specific information about you, such as your qualifications, subjects, client services, testimonials, videos, books, quotations and summaries. A screenshot of your website with the URL is acceptable.

Public Seminars:

If including self-sponsored seminars on your application, you must:

- Submit the marketing brochure or promotional piece for each presentation. The brochure / promotional piece must list the **1)** date, **2)** topic and **3)** your name as presenter.
- Use the CSP Spreadsheet for Public Seminars to document the seminar, indicating the number of paid attendees and the total gross fees collected from attendees.
- Count each public seminar with a different audience as one new client.

Application Review:

Information provided on the application will be verified January through May. Applicants will be notified of their status at the end of May. The CSP Council will make decisions on issues of criteria interpretation. The Council will not waive criteria requirements or make exceptions. If there is a discrepancy or question about materials submitted, the application will be reviewed by the NSA Board of Directors. The decision of the Board is final. All information submitted in support of your application will be held in strict confidence. The application will not be returned.

Performance Evaluations:

CSP Candidates are *not* required to meet this criterion until submittal of final CSP application.

Application Fee:

A non-refundable processing fee of \$187.50 USD is due when submitting the CSP Candidate application.

An additional \$187.50 USD is due when the final CSP application is submitted.

Deadline:

CSP Candidate applications must be received at NSA headquarters by **January 12, 2010** (not postmarked by January 12th).





CSP Candidate Signature Form

You may complete this form on your computer or print legibly:

Full Name: _____

Address: _____

City: _____ State: _____ Zip code: _____

Telephone: () _____ Fax: () _____ Email address: _____

I declare myself to be a candidate for certification as a speaking professional. If my candidacy is accepted, I will not use, indicate or imply my CSP Candidate status in any advertising or promotion. I hereby further swear or affirm that I have received, read, understand and agree to abide by the Code of Professional Ethics for the National Speakers Association. In consideration of the National Speakers Association reviewing my application, I shall indemnify, hold harmless and release NSA, its officers, directors, employees, agents or others acting for or on behalf of NSA from any and all liability arising out of the acceptance or rejection of this application and the suspension or termination of the CSP Candidate for any reason by NSA. I certify that the facts contained in this application are true and complete to the best of my knowledge and understand that falsified statements on this application shall be grounds for removal from the CSP Candidate program.

Signature: _____ Date: _____

Return this form along with your supporting documentation and application fee by January 12, 2010 to: National Speakers Association, ATTN: CSP, 1500 South Priest Drive, Tempe, AZ 85281

Deadline:

Received by January 12, 2010
(not postmarked by January 12th)

Non-refundable processing fee for
CSP Candidate Application -
\$187.50 USD

Form of Payment:

Check # _____ enclosed and made payable to National Speakers Association.
Payments drawn on banks outside the United States must be made by International Money Order.

AMEX Discover MasterCard VISA

Card number: _____

Expiration date: _____

Print name as it appears on card: _____

Cardholder's signature: _____





CSP Candidate Application Form

1. Membership

Indicate the month and year you joined NSA or Federation organization:

Month: _____ Year: _____

2. Clients, Presentations and Fee Income

Complete the grid below with the information requested on a calendar year basis:

	Year:	Year:	Total**
Clients			
Presentations*			
Income	\$	\$	\$

*Presentations: Each year must include a minimum of 20 fee-paid presentations.

**Total: The totals in this column must meet the complete minimum measures for one of the four market place options.

3. Testimonials

Complete the Testimonial Listing Form below. For each testimonial provide the name of the client and the corresponding presentation number from the presentation spreadsheet. Include copies of the testimonials with your application.

Testimonials Listing Form

	Name of Client	Corresponding Presentation Number(s) from presentation spreadsheet
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		





4. Professional Education

Indicate the NSA / GSF Convention, Workshop, Winter Meeting, Conference or Lab you attended in the past 36 months (name, date, city and state):

5. Promotional Materials

Include one copy of your promotional material with your application.

