



Individual Membership is free, with access to:

- Local Agoras and Online Communities
- Regional DEFx events
- The Dispatch newsletter
- Firestarter Fellowship

JOIN THE VIRTUOUS INSURGENCY

Learn more at DefenseEntrepreneurs.org

Always Free



- Access to Local Agoras & Online Communities
- The Dispatch newsletter
- Eligible to apply for Firestarter Fellowship
- Participation in DEFx events

As little as
\$9/mo - \$99/yr

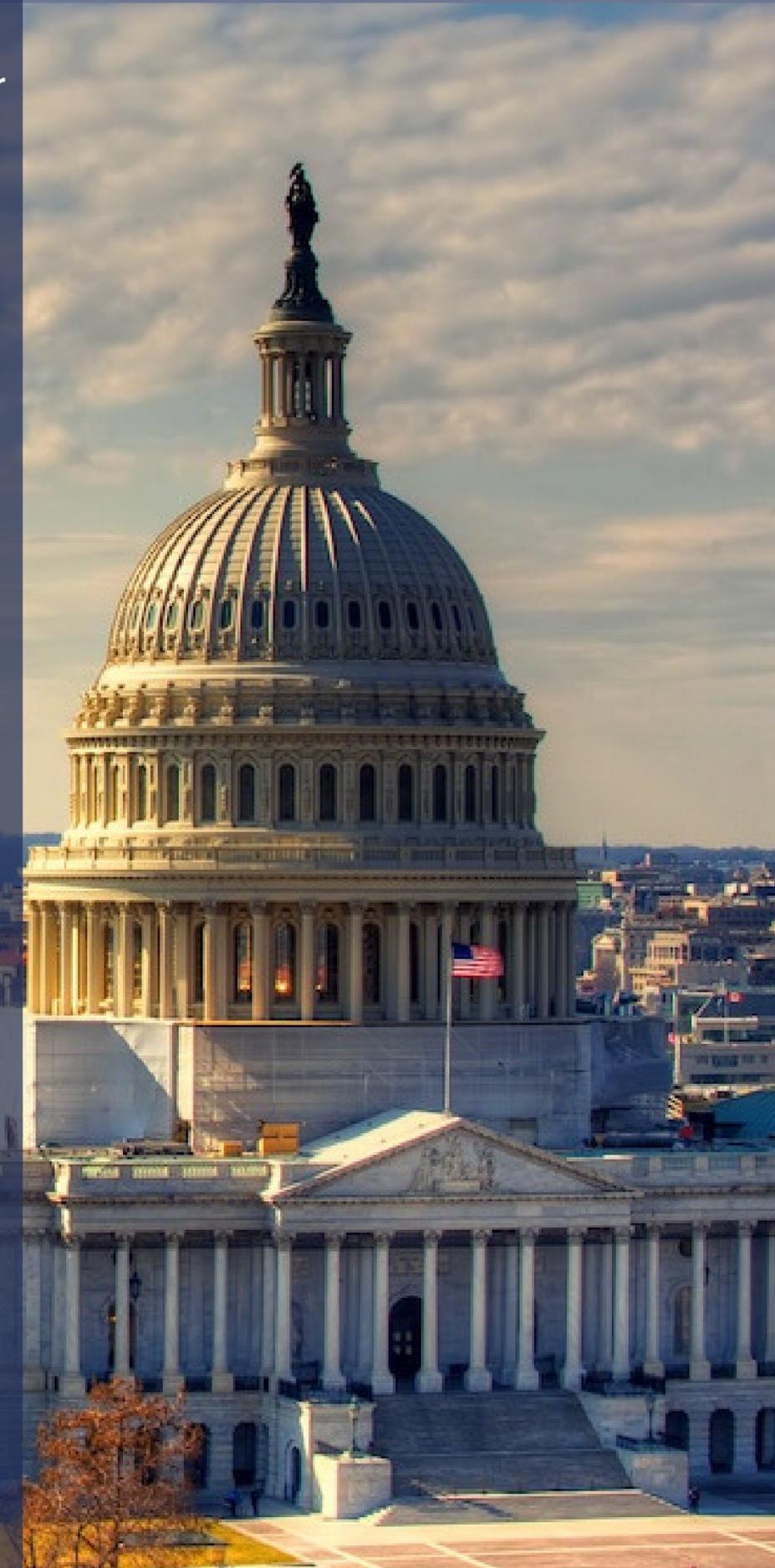


- Access to Local Agoras & Online Communities
- The Dispatch newsletter
- Eligible to apply for Firestarter Fellowship
- Participation in DEFx Events
- 25% off Annual Conference
- DEF Gear
- Community Profile
- Early access to new benefits

As little as
\$49/mo - \$500/yr



- Access to Local Agoras & Online Communities
- The Dispatch newsletter
- Eligible to apply for Firestarter Fellowship
- 50% off DEFx Events
- 50% off Annual Conference
- Premier, Limited Run DEF Gear
- Community Profile
- Opportunity to attend national workshop
- First access to new benefits





Local Agoras

Agoras are DEF's way of helping people build relationships and trust through real-life, in-person interactions. They meet monthly-ish via a format often coined as a Drink & Think and are run by members of the local community, molding to whatever the needs of innovators in the area might be (not a set agenda).

DEFx Events



These one or two-day conferences generally appeal to a broader region than a normal Agora event and tend to focus on a specific theme, including speakers, panels, design sessions and breakouts.

National Workshops

DEF is run by volunteers, and the national leadership team meets about once a quarter to evaluate goals, progress and experiments. Outside participation is ensures diversity, transparency and limits group think.



New Benefits

We believe in constantly experimenting. As we try out new benefits and programs, we want to test them out, and we need your help and feedback!

NEW

Annual Conference

We started when a group of likeminded folks decided to get together in person. Since DEF2013, this 3-day event has continued to engage the entire community each year. It is a key way through which we inspire, connect and empower each other. Whether it is the pitch competition, line-up of incredible presenters or a chance to solve problems that gets you there, the most important thing is what you do when you return.



The Dispatch Newsletter

The Dispatch is an email newsletter that comes out every two weeks; it contains information about DEF events, members of the community and more.



Firestarter Fellowship

Designed to empower individuals to make progress on goals and projects that are in line with DEF's mission, benefit the community and advance innovative thinking in the national security community, these Fellowship opportunities include financial support and mentorship to help virtuous insurgents thrive.



DEF Gear

We want you to be proud of your DEF financial support! This is our first time offering customized DEF gear, such as:



Community Profiles

These brief Q&A pieces on Medium help DEF showcase the innovative, diverse and inspiring people we have in the community

The **Defense Entrepreneurs Forum** started as a movement of passionate doers that saw a need for greater innovation in the defense and national security community. We have continued to grow the virtuous insurgency since our first national conference in 2013, leaving a question of how best to scale and incorporate all the incredible participants.

DEF is free to join - we value diversity and recognize that low barriers to entry are important to cultivate a vibrant community. Since announcing a pilot membership concept in September 2017, we have been listening to feedback and looking to shape a program that supports our action-oriented community as we continue to grow.

We hope the new opportunities are exciting and allow you to amp up your insurgent activities as you continue working hard and bring us closer to the goal. Regardless of your desire to support the virtuous insurgency, we hope that you will engage in the discussion, find opportunities to help out your teammates and take every opportunity to encourage a more innovative national security culture.

Frequently Asked Questions

Hasn't DEF had a membership program for a while? What's new?

We rolled out our pilot membership plan at DEF2017 and received lots of great feedback that is incorporated into the current program. There have been some big changes that we're excited about! The biggest changes include a simplified structure, retention of access to our digital platforms for non-paying members, and the introduction of a Corporate Membership component that will allow our private sector partners to cement their support for DEF. We've also included some cool options for DEF-branded gear in this version!

My company is interested in supporting DEF - is corporate membership possible?

Unlike sponsorship, which provides marketing opportunities for discrete events, the new, corporate membership component of the plan provides an opportunity for companies to purchase memberships for their employees and solidify the enduring value that they see in DEF. The number of paid memberships available vary, based on the company's annual revenue and size. You can find out more at bit.ly/DEFjoin and click on "Organization User".

Is membership in DEF really needed? I thought it was more of a movement.

One of the things we learned, after a careful and detailed review of our books, is that DEF has largely been operating in the red for the last few years. Whatever you think of the idea of a membership program, we all seem to want DEF to endure and continue to inspire, connect and empower. We want to offer value back to our members in the form of something more than local volunteers convening events and need revenue diversity to ensure continued solvency. Membership in DEF is always free; this just provides a structured way for those who want to give more to be able to do so.

Cool, I'd like to support DEF financially: where does the money go?

Directly back to our members in the form of national programs and services that provide opportunities to inspire, connect and empower! As we continue to implement the DEF 3.0 evolution (focused on that critical "empower" component), we recognize the need to provide real value back to our members. Proceeds from membership, both corporate and individual, will help fund key programs like the Firestarters Fellowship, support the IT architecture for Cloud Advisory, provide financial flexibility so that we can support down payments for DEFx events, and support new pilot programs created by you, our members!

I previously supported DEF through the pilot membership program - what do the updates mean for me?

Anyone who signed up for paid membership under the membership pilot program on or before August 1, 2018, will be eligible for all the entitlements and benefits that came with their payment (e.g., discount to the Annual Conference). All memberships under the pilot program, whether paid or unpaid, will be grandfathered into the current program. Those who signed up for paid membership under the pilot program will be automatically 'upgraded' to the closest equivalent in the current plan and receive any additional benefits that were not included in the pilot membership program (e.g. DEF gear).

This is great, but I have some ideas to make it even better - how do I share them?

We need your feedback, comments and concerns so that we can iterate to success! We want membership to reflect our organizational values and ensure that DEF will be around 10 years from now! Consistent with our desire to implement Lean principles into our operations, we'll periodically evaluate the whole program and make updates based on feedback of our members. Share your ideas via email:

Community@DefenseEntrepreneurs.org