



New Member Call Sheet

[Please fully complete and fax to the Lee BIA: (239) 936-5839.]

Cornerstone Committee Member: _____ Date: _____

Committee Member Company: _____

Welcomed Company: _____

Spoke with: _____ Phone: _____

(1) Introduce yourself and that you are on the Cornerstone Membership Committee and a volunteer for the Lee BIA.

(2) **First of all, on behalf of the Lee BIA I would like to welcome you to the Association!**

(3) **What got you interested in joining the Lee BIA?**

(4) **Sounds great. Who are you looking to target?** _____

(Commercial Builders, Residential Builders, specific sub-contractor?)

(5) **There are many benefits of membership to take advantage of...** [Focus on benefits that member may be interested in taking advantage of.] (See Membership Benefits lists)

(Check those that the member has expressed the most interest in)

- | | |
|--|---|
| a. NAHB & FHBA Membership <input type="checkbox"/> | d. Member Discounts <input type="checkbox"/> |
| b. Networking <input type="checkbox"/> | e. Marketing Opportunities <input type="checkbox"/> |
| c. Discounted Insurance <input type="checkbox"/> | f. Governmental Affairs <input type="checkbox"/> |

(6) **Have you visited the BIA website at www.BIA.net?** Yes / No

If no, direct them to www.BIA.net and talk about features like, registering for events, news and information, calendar of events, online membership directory...)

(7) Invite them to attend the next BIA event. **Thank you for your time. Again welcome to the Association! We look forward to seeing you at one of our next events!**

Comments: _____
