



## **Cornerstone Membership Committee**

# **WELCOME**

### ***Lee Building Industry Association***

4210 Metro Parkway, Suite 100, Fort Myers, Florida 33916  
P: (239) 936-5525 | F: (239) 936-5839 | E: info@bia.net  
Website: [www.BIA.net](http://www.BIA.net)



## **2008 Cornerstone Membership Committee - Description of Duties**

**Mission:** To team new members with current Lee BIA members so that new members may develop a commitment to the Association. This pairing will provide new members with a vehicle to network within the building industry by promoting and ultimately increasing their business and retaining their membership.

The Cornerstone Committee has been organized into three divisions help serve the members of the Lee Building Industry Association in the following ways:

*[Please check the role(s) that you are interested in and have time to dedicate to.]*

**Recruiting** New Members:

Invite fellow vendors, subcontractors and business partners to get involved in the Lee BIA to enjoy all of the member benefits.

**Welcoming** New Members:

Welcome each new member with an office visit or phone call. Invite new members to attend an upcoming event. Attend meetings to welcome new members and help them to meet other valuable BIA member contacts.

**Retaining** Members:

Make phone calls to encourage active participation, verify contact information and ensure that members are satisfied with their BIA membership. Remind BIA members to continuously take advantage of their member benefits including awards, programs, table top events, *Building Review*, networking opportunities and member discounts.

### **Duties and Responsibilities:**

All Cornerstone Committee Members are required to:

Join one of the three Cornerstone Committee divisions.

Attend 8 of 11 committee meetings annually. When a conflict arises that prohibits attendance, members must contact the BIA prior to the meeting if the absence is to be considered an excused absence. Missing 2 or more meetings may result in dismissal from the committee.

Complete monthly assignments. This may include making phone calls, sending emails as well as reporting results to the BIA office in a timely manner. Please note: when members miss a meeting and do not communicate either their progress or their willingness to continue, their assigned members may be re-assigned at the chairperson's or BIA liaison's discretion.

Assist at the General Membership Meetings at least three times a year. This may include assisting at the membership table and/or welcoming members at events.

*If appointed, I agree to serve on the Membership Committee through December 31, 2008 and will adhere to this job description to the best of my ability.*

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Company: \_\_\_\_\_ Appointed: \_\_\_\_\_



## 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
- b. Networking
- c. Discounted Insurance
- d. Member Discounts
- e. Marketing Opportunities
- f. Governmental Affairs

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

If no, direct them to [www.BIA.net](http://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: \_\_\_\_\_

\_\_\_\_\_



## **Quick Facts about the Lee Building Industry Association**

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### **What is a BIA?**

A Building Industry Association is a group of people involved in every aspect of the building industry who are concerned about improving the area in which they do business and consequently their businesses and are willing to do something about it.

A BIA's strengths lie in the number and diversity of its membership. Both large and small businesses with many different interests are represented and influence the association. THE MEMBERS ARE THE ASSOCIATION. Collectively, the Association members can accomplish what a single business or individual cannot do alone.

A Building Industry Association does the following:

- Furthering social interaction and business opportunities among members and community leaders.
- Represents and advocates the rights and needs of the building industry with the media, local and state and federal regulatory bodies and other organizations. In turn, improving the public perception of the industry.
- Serves as a resource for information and education for its members
- Works in partnership with the 21,000 member companies of the Florida Home Builders Association (FHBA) and the 250,000 member companies of the National Association of Homebuilders (NAHB).

### **About the Lee Building Industry Association:**

For its more than 1,000 firms, the Lee Building Industry Association is much more than a trade organization. This non-profit association is a powerful voice for the building industry in the regulatory arena in southwest Florida. It is a resource for technical assistance, information and educational services. The BIA is a visible force in the communities where its members live and work. The Association has enhanced the image of our industry professionals as the concerned, involved citizens they truly are.

### **2008 Membership Dues:**

*Membership dues are due annually - one year from the initial start date. Out of each member's due a percentage is given to FHBA and the NAHB; to secure their membership with the state and national associations. A potential member must join their local association (Lee BIA) in order to be a member of state and national associations.*

Associate Member.....	\$560.00
Builder Residential/Commercial.....	\$640.00
Developer.....	\$875.00



## TOP 10 REASONS TO JOIN THE LEE BIA TODAY!

### **1** Three-For-One Membership

When you join your local Lee BIA, you receive the benefits of three memberships. You automatically become a member at the state (Florida Home Builders Association) and national level (National Association of Home Builders) – that's three memberships for the price of one.

### **Powerful Advocacy**

Everyday, NAHB, FHBA and the Lee BIA fight to defeat excessive regulations that are driving up the cost of housing. That puts money and time back in you pocket! On a local level, we keep you informed promptly and provide opportunities to make a difference. For example, meetings are held monthly between our Executive Officer and city and county staff to keep channels of communication open between the industry and those who develop and enforce building regulations. These meetings are open for any member to take part in.

### **3** Access to Critical News & Information

Knowledge is your best defense in this rapidly changing industry and association membership is the single, most-authoritative source of housing information. Your membership ensures that you'll be in-the-know. With timely news alerts, the Lee BIA's Building Review, NAHB and FHBA magazines, special-interest newsletters and publications, plus 24/7 access to [www.BIA.net](http://www.BIA.net) and NAHB and FHBA's members-only website – you get the latest building information as soon as it's released. And, only a phone call away is a professional staff member at the Lee BIA, FHBA, and NAHB to help you find the information you need.

## Invaluable Networking Opportunities

4

As a alliance of local members, 17,000 state company members and 215,000 plus national company members from all areas of the industry, association membership is a one-stop networking Member mixers and monthly membership meetings to state and national conventions, committees, and other special events, there are hundreds of ways for you to meet – and build relationships wit fellow professionals, customers and suppliers.

5

### Opportunities to Market your Business

Sponsorships, adverting, Parade of Homes™, print and online membership directories, and exhibitor space.... There is something to fit your marketing needs and budget. And all opportunities age exclusive to association members!

## Access to Expert Advisors

6

Wouldn't it be great to have a team of industry experts at your disposal to address your specific business questions for free? When you become a member, you get instant access to NAHB's distinguished economists, legal research staff, financial experts, librarians, and regulatory and technical specialist. Free legal advice on such issues as builder liability, contracts, zoning, impact fees, and the environment.... Technical assistance on wetlands issues, sewer, water regulations and safety regulations.

7

### Exposure to the Latest Building Products and Services

As a BIA member, you can attend FHBA and NAHB's tradeshow and expositions at a low member price and get a first-hand look a tall the latest products and services. FHBA's Southeast Building Conference (SEBC) draws over 600 exhibitors and 7,000 delegates annually. NAHB's annual International Builders Show™ (IBS) has over 70,000 attendees, 1,000 exhibits and the International Commercial Construction Expo (ICCON™), the Senior Housing Show™, the Multifamily Trends Conference™ and more.

## **Fun, Fun, Fun!**

All Work and no play makes for a dull association. The Lee BIA offers a variety of social events such as annual Fishing tournaments, Spring and



Fall Golf Tournaments, Member Mixers and Tradeshows, like our Contractors Showcase. All are great ways to have fun and get to know your fellow BIA members.

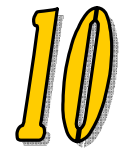


## **Member Discounts**

Lee BIA members receive a discount card with special discounts on a wide variety of business products and services through the NAHB. Discounts include 5% to 60% off of participating hotels, car rentals, office products, computers, overnight delivery, and many more. Through FHBA's Insurance Programs, members can participate in specialized insurance programs specifically for the Florida Construction Industry.

## **Do Something Good for Your Community**

Make a difference by participating in one of the Lee BIA's many community activities. One such program is the Lee BIA's Builders Care.



Builders Care provides construction services at no cost to needy and deserving elderly and disabled homeowners who cannot obtain home repairs through traditional means. The Lee BIA Builders Care goes to great lengths to show the local community just how much builders care.