

REMODELERS MEMBER BENEFITS



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Special points of interest:

- We support your efforts to:
- Get more customers
- Control or reduce costs creating more profitability for your business
- Gain a competitive advantage over competitors
- Market your business and do business with people you know
- Protect or expand your business by supporting the building industry

Builders League of South Jersey

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THE BUILDERS LEAGUE OF SOUTH JERSEY: HELPING TO KEEP YOUR BUSINESS ALIVE AND THRIVING

Since 1940, the Builders League of South Jersey (BLSJ) has been “the voice of the industry” to builders, subcontractors, suppliers, legislators, and to the community. A highly effective trade association consisting of professional builders, developers, remodelers and associated businesses in Burlington, Camden, Cumberland, Gloucester, Cape May, Atlantic and Salem Counties, our mission is to dedicate ourselves to create a better business and regulatory environment in order to provide quality, socially responsible and affordable housing.

Benefits: As a part of an extensive network that includes the New Jersey Builders Association (NJBA) and the National Association of Homebuilders (NAHB), the Builders League of South Jersey provides a powerful array of services:

- A network of professional, including lawyers, and envi-



ronmentalists who offer advice, service, and troubleshooting for members.

- A strong voice in Trenton and Washington, D.C. that ensures lawmakers are fully aware of the impact pending legislation will have on the building industry.
- A full-time professional staff that provides the most cur-

rent industry information in our newsletters and on our web site in response to your questions and concerns.

- Networking opportunities that include special events, monthly membership dinner meetings, meetings and seminars, and committee participation.

JOIN US...WE MAKE THE DECISION EASY...

The Builders League of South Jersey is a vital, effective organization because of people like you who work in the building industry and care about its survival. We are able to protect our industry by positively influencing legislation through a strong, unified

voice dedicated to saving and improving the building industry in New Jersey. If your company is interested in continuing to work and thrive in this industry, make your voice a part of ours by becoming a member of the BLSJ.



NETWORKING IT'S A CONTACT SPORT!

Increase your sphere of influence and your business.

Upon joining the Builders League of South Jersey, members can take advantage of a host of opportunities to meet new people and companies, increasing your sphere of influence and your business as well.

- Monthly Membership Dinner Meetings
- Members' Trade Show
- Monthly Associate Members Lead Swap
- Meet the Builders Night
- Educational Seminars
- Customer Referrals
- Atlantic Builders Convention:
 - Discounts on booths and admission
- Annual Sales & Marketing Awards
- Committees
- Marketing Opportunities
 - Membership Directory
 - Classified Directory
 - blsj.com Online Directory
- BLSJ Monthly Newsletter
- Golf Tournaments & Other Special Events
- New Member Breakfast Briefings
- NAHB - Nation's Building News
- Legislative Affairs & Services
- Public Relations - The BLSJ works through the local media to promote the image of our members and our industry.
- Advertising
- Member Labels for direct mail, upon request

"Every man owes part of his time and money to the business or industry in which he is engaged."

"No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

~Theodore Roosevelt~

Call us today at 856.616.8460, and we will be happy to review the membership information you need to help you make the decision to join.

"...is the only association which provides resources for the professional remodeler. My membership has saved my company thousands of dollars and has helped BRB become a better remodeling company."

*John Barba
BRB Management Corp.
Chatham, NJ*

Check us out on the Web!
www.blsj.com

CLASSIFICATIONS OF MEMBERSHIP

BUILDER

Individuals, firms or corporations whose principal business is the construction of residential or commercial and industrial buildings.

DEVELOPER

Individuals, firms or corporations whose principal business is land development and the sale of improved and unimproved lots.

REMODELER

Individuals, firms or corporations whose principal business is the remodeling of residential or commercial and industrial buildings.

ASSOCIATE

Individuals, firms or corporations whose business is related to the supplying of services or materials to the construction industry.

NAHB~JOIN IN THE SAVINGS MONEY-SAVING DISCOUNTS THAT BENEFIT YOUR BUSINESS, YOUR EMPLOYEES AND YOUR FAMILY.

NAHB's purchasing power means big savings! Your membership entitles you to discounts at nationally known companies such as:

• **GENERAL MOTORS** Preferred Supplier Pricing on all 8 GM nameplates.

Buick, Cadillac, Chevrolet, GMC, HUMMER, Pontiac, Saab and-Saturn.

• **DELL COMPUTER CORP.**

Save on Dell Dimension Desktops, Workstations, Notebooks, Servers and Printers.

• **HERTZ RENT A CAR**, save up to 20% when you rent a car through Hertz.

• **MBNA FINANCIAL SERVICES** NAHB American Express Card

with MBNA Rewards.

• **VIKING OFFICE PRODUCTS** Save up to 69% off list prices on office products

PAYCHEX, PITNEY BOWES, DHL EXPRESS, WILLIAMS SCOTSMAN, ROADWAY EXPRESS, and YELLOW FREIGHT To name a few.

REMODELORS COUNCIL BENEFITS AND SERVICES

Membership in the Remodelors Council reflects a remodeler's commitment to responsible business practices, quality construction, and reliable customer service. With industry-leading programs in education, networking, marketing, advocacy, and recognition of excellence, the Remodelors Council gives you the tools you need to build your remodeling business.

www.nahb.org/remodelors

The Council's official home on NAHB's consumer site is available to millions of Internet users worldwide. The site provides information on the remodeling industry, offers advice on how to choose a remodeler, how to live with a remodeling project, and what to expect from the remodeling experience. A national directory of local Remodelors Councils provides homeowners easy access to contact information.

National Home Remodeling Month

The Council works with local councils to raise public awareness of remodeling and to promote the benefits to consumers of hiring professional remodelers. It also produces a comprehensive media kit for local councils to use in promoting this public information campaign in their areas.

National Housing Endowment/NAHB Remodelors™ Fund

The Remodelors Fund was established to commemorate Norvin Knutson, CGR, a remodeler from Milwaukee, WI, and the first chairman of the NAHB Remodelors Council, by advancing programs that add to the awareness of the industry. Monies donated to the Fund are earmarked for education, research, training and other programs related to the remodeling industry.

Consumer Information

The Council and Home Builder Press have produced a brochure: *How to Find a Professional Remodeler*, created to assist contractors in generating business and communicating with prospects and customers; and *Remodeling Your Home* booklet, this professional, informative booklet perfectly demonstrates your commitment to making the remodeling experience a positive one for homeowners. .

The Council also produced a brochure: *Hire a Certified Aging-in-Place Specialist*, to assist contractors with the Certified Aging-in-Place designation generate business and communicate with prospective senior customers.

News Releases

The Council writes and distributes press releases on a variety of topics to promote awareness of its role in the industry and to disseminate information and data about remodeling. Releases are distributed to both industry publications and to consumer newspapers, magazines, radio and TV stations, and online media outlets.

Legislative Advocacy

The Council represents the business interests of remodelers at the national and state levels with the support of NAHB's governmental affairs and regulatory staff. NAHB and the Council work in concert to advocate laws and regulations that promote remodeling in such areas as lead abatement, OSHA, labor and licensing.

Online Resources

A variety of local Council most-requested publications and forms are available for download for members-only on the NAHB Web site.

Local Council Update

This bi-monthly newsletter is designed to keep local councils informed on national council activities and industry issues. It is mailed to local chairs, vice chairs and staff.

Networking

Remodelor 20 Clubs

Patterned after NAHB's popular Builder 20 Clubs, each Club is limited to 20 remodelers from non-competing markets who gather twice a year to learn from one another through open discussion and open-book sharing of information. Remodelor 20 Clubs offer a unique, personalized learning experience as an exclusive benefit to Council members.

Annual Gala and Awards Banquet

The most prestigious event of the NAHB Remodelors™ Council's calendar is the Remodelors™ Council Gala. Hosted during the Remodeling Show each year, the Gala celebrates the achievements of Council members and the industry. The America's Best National Remodeling Hall of Fame, CADRE and Remodelor™ of the Year awards are all presented during the Gala.

Education Programs

The Remodeling Show

The Remodelers™ Council (Council) works with Hanley-Wood to produce more than 70 distinct educational programs over four days for the industry's premier trade show that draws upwards of 10,000 people each year, including owners and employees from all types and sizes of remodeling companies. The seminars, workshops and roundtable discussions cover a diverse range of subjects from construction technology and business management to professional and personal development. Council members receive a discount off of the registration fee.

International Builders Show

The Council produces a number of educational seminars targeted to the business needs of remodelers and builder/remodelers at the largest construction trade exposition in the country held each January. The Council also sponsors a hospitality room during the Show where remodelers can network with their colleagues as well as participate in a variety of roundtable discussion groups.

Training & Certification

Certified Graduate Remodeler (CGR)

CGR is the only professional designation program in the industry that emphasizes business management as the key to success in the remodeling business. Currently there are more than 1,000 CGRs and another 2,000 working toward certification. To become a CGR, remodelers are required to take the Professional Remodeler Experience Profile (PREP), an assessment tool that determines their personal course of study, and to complete the prescribed number of courses. Council members receive a substantial discount on CGR fees.

Certified Aging-in-Place Specialist (CAPS) Certification

CAPS is the result of the work of the Remodelers Council — in conjunction with the NAHB Research Center, NAHB Seniors Housing Council and AARP. The three-day training program equips graduates with the technical, customer service and marketing skills required to effectively service the burgeoning market for aging-in-place home modifications. Demographic trends indicate that home owners who plan to stay in their homes as they get older instead of making other housing accommodations are one of the fastest growing segments of the residential remodeling market. Many of these households can be expected to call on remodelers to adapt their homes to their changing needs and lifestyles to maintain their independence. Learn more about CAPS.

Publications

Home Builder Press

A division of NAHB, is the industry's leading publisher for the remodeling trade. The Council provides direction and support on books and manuals that address remodelers' educational and professional development needs. A few of the available titles of interest to remodelers are: The Lead Carpenter System, A Guide for Remodelers and Their Employees, Managing the Small Construction Business; and one of NAHB's all time best-sellers, Residential Construction Performance Guidelines. To order publications, visit www.BuilderBooks.com.

Awards

America's Best Remodeling Hall of Fame

The Council's flagship award honors individuals from all walks of life who have made significant and lasting contributions to the remodeling industry. Annual inductions take place during the Remodeling Show. Inductees are selected from a pool of nominations by the Council's nationwide membership.

CADRE Awards (Council Awards for Demonstrating Remodeling Excellence)

This annual program recognizes local councils for outstanding accomplishments in the following nine categories: Public Relations & Promotion, Outstanding Council Chair, Community Service Project, Outstanding Associate Member, Membership Recruitment & Retention, Outstanding EO or Council Coordinator, Government & Legislative Affairs, Member Services/Education. Awards are presented during the Council Gala at the Remodeling Show.

Remodeler of the Year

The Remodeler of the Year award recognizes the best of the best remodeler who has made a significant impact to the remodeling industry on a local, state or national level through good business practices, industry-activism, and association and community service. The award is presented during the Council Gala at the Remodeling Show.

Remodeler Membership

Builders League of South Jersey
114 Haddowntowne Court
Cherry Hill, New Jersey 08034-3699
(856) 616-8460 Phone (856) 616-8467 Fax

PLEASE PRINT OR TYPE ALL ANSWERS. ALL QUESTIONS MUST BE ANSWERED.

1. APPLICANT'S NAME _____ TITLE _____

2. FIRM'S NAME _____

BUSINESS PHONE() _____ FAX # () _____

3. ADDRESS: (Please check address to which Association mailings should be sent)

Business: _____ Zip _____

Residence: _____ Zip _____

E-mail Address: _____ Web Site Address: _____

4. STATE OF NEW JERSEY CONTRACTOR REGISTRATION NUMBER _____

5. LIST OTHER FIRM NAMES YOU HAVE USED DURING THE LAST TWO YEARS:

a. _____ b. _____

6. Have you ever applied or been a member of a builders association? YES NO

If YES, where? _____

a. Are you currently a member of a local builders association? YES NO If YES, where? _____

7. TYPE OF BUSINESS: _____

8. HOW LONG HAVE YOU BEEN IN BUSINESS: _____ NO. OF EMPLOYEES _____

9. LIST TWO (2) BUILDER REFERENCES

	Name	Address	Phone
a.	_____	_____	_____

b.	_____	_____	_____
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10. SUPPLIER/SUBCONTRACTOR REFERENCES: (One MAJOR supplier and subcontractor, must include lumber company).

	Name	Address	Phone
a.	_____	_____	_____

b.	_____	_____	_____
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11. CUSTOMER REFERENCES: (Two customers you have sold homes to/did major renovation - rehab - alteration work for/leased commercial - industrial buildings)

	Name	Address	Phone
a.	_____	_____	_____

b.	_____	_____	_____
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12. BUILDING EXPERIENCE: (Type, No. of Units, Municipality, Date) (Single, Multi, Office)

	Name	Address	Phone
a.	_____	_____	_____

b.	_____	_____	_____
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(over)

APPLICANT'S AGREEMENT

I am entrusted with the conduct of the management of the business of the entity shown above and I hereby apply for Remodeler Membership in the Association, enclosing the appropriate amount, which is to be returned to me in the event of my non-election to membership. In the event of my election, I agree to abide by the Constitution, By-Laws, Rules and Regulations and the Code of Ethics of the National Association of Home Builders, the New Jersey Builders Association and their local affiliates. I agree, on my behalf, on behalf of my company, and on behalf of all my employees that we will abide by the BLSJ conflicts of interest standard contained in the Code of Ethics and Membership Standards. I irrevocably waive all claims against the Association or any of its officers, directors, members or employees for any act in connection with the business of the Association, and particularly as to any act in my election or may failure to be elected to membership or my suspension or expulsion as an applicant or as a member. Upon the expiration of my membership for any cause, I will discontinue the use of certificates, signs, seals or any other indications of membership in the local and state associations as well as the National Association of Home Builders. The statements made in said application are true to the best of my knowledge and belief, and the Application is made by me for the purpose of inducing the New Jersey Builders Association to certify me in accordance with its rules and regulations.

CODE OF ETHICS AND MEMBERSHIP STANDARDS

There are circumstances in which the interests of a member may differ from the interests of BLSJ, creating a direct or indirect conflict of interest. In such circumstances, the member shall recuse itself from all discussions concerning the particular topic and shall not use or employ any information gained through BLSJ membership in a manner adverse to the interests of BLSJ or the building industry. This conflict of interest standard shall apply to the member of record, the member's company, and all employees thereof.

Applicant's Signature: _____ Date: _____

Sponsored By: _____ Local Association: _____

Remodelers Membership Dues Per Year \$545.00
Your dues check must accompany this application.

Your check for membership dues must accompany your application or you may choose to charge your membership dues.

___ AMX ___ M/C ___ VISA / Exp. Date: _____ Acct. Number: _____

Name on Card: _____ Signature: _____

LOCAL ASSOCIATION USE ONLY

The foregoing application is found to be in order and, therefore, is recommended for approval.

Name of Local Association _____

Executive Officer _____ Date _____

NJBA ASSOCIATE TYPE OF BUSINESS CODE(S) _____

Membership in the Builders League of South Jersey is an investment in your future. . . so join today!

Builders League of South Jersey
Join the Association That Fights For You,
Your Business and the American Dream of Home Ownership.
www.blsj.com