

# Your Membership: A Checklist for Success!



You have taken an important step in your profession by joining or renewing your membership in the HBA (Home Builders Association) of Kern County. In addition, you are now also a member of California Building Industry Association and the National Association of Home Builders. So you may be asking yourself, now what?

Over the years, we have learned from members like you what works and what doesn't with your membership. Most members would like to see maximum return on their dues investment as soon as possible, but aren't sure how to begin. Here are some tips from HBA members who can testify to the benefits of HBA involvement.



**Define your expectations.** Why did you join? Was it to gain industry knowledge, enhance your professional credibility and visibility, increase your sales, take advantage of members discounts, or influence legislation? Communicating with us about what will help you to achieve your goals will enable HBA to do the best job possible for you, our member.

**Get your essential tools immediately (they're FREE!).** Call the HBA and get the "must haves" for any new member: 1) HBA Membership Roster and the NAHB contact list, a telephone directory of NAHB staff experts listed alphabetically as well as by topic; 2) the Annual Resource Guide for NAHB Members, a comprehensive description of more than 250 member services; 3) Logo slick sheets, so you can promote your affiliation with HBA, CHBA & NAHB to your clients on your business cards, stationery, brochures, etc; and 4) the Business Discounts for NAHB Member flyer – your link to NAHB discount business products and services.



**Call the NAHB Member Service Center for year-round assistance: (800) 368-5242, ext. "0".** Whether you have a basic or complex business or building-related problem, call NAHB's Information Specialists at the Member Service Center. You'll receive the information you need, or your call will be quickly directed to the proper staff expert.

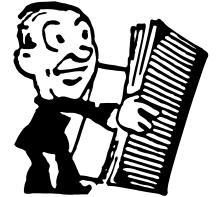


**Network at Membership and Sales & Marketing Meetings.** It's easy to make friends and build business contacts at a gathering of your industry peers. You'll also keep up-to-date with what's happening within



the HBA, our industry, and community, which is good for your business.

**Read your local, state and national newsletters and publications.** You'll learn about the latest technology and industry trends, who's who in the association and business community, and programs, services, discounts and other benefits that are available to improve your productivity and profits. You can also keep up-to-date with HBA's Building News, a free publication that you'll receive monthly.



**Get involved in HBA projects relevant to your needs.** Would you like to increase your business contacts while gaining recognition? Get involved in membership recruitment and retention. Tired of burdensome regulations or have the desire to affect change in local, state or national legislation? – join the Legislative Committee and be a voice in getting policies changes. The HBA offers a wealth of opportunities to help you help yourself and your business.

**Attend special association events, e.g. educational programs, mixers, and fundraisers.** You can pick up information at these local events that will save you time and money down the road – as well as enhance your image in the community. Learn what education programs are offered by calling your local HBA, or accessing [www.NAHB.net](http://www.NAHB.net), or [www.NAHB.com](http://www.NAHB.com), and clicking on Education and Training, or call (800) 368-5242, ext. 487.



**Have fun!** The effort to get involved and take advantage of all the HBA has to offer is worth it – and you will even have fun along the way!

