

The Nine Most Frequently Asked Questions from New Members (And the Straight Answers)

1 What publications do I automatically get from NAHB?

As a NAHB member, you will receive a free subscription to Nation's Building News, published sixteen times a year with the latest news and analysis on regulatory, technical, legislative, and other industry-related issues. All new members also receive a free subscription to NAHB's Builder Magazine. (Note to Associate members: You may continue your free subscription after a 3-month trial by simply completing a qualification card included in your magazine).

2 How Can NAHB improve my bottom-line as a builder?

NAHB is the place to go for "hands on" help for your bottom line. Call (800) 368-5242 for assistance or e-mail Allan Freedman, Director of NAHB's Business Management Department directly at afreedman@NAHB.com. We can answer simple questions directly or we may recommend a book for more complex issues. If you really are committed to long term excellence for your company then you should ask about the Builder 20 Club (800) 368-5242 x 8123, program or our specialized educational programming. We have the key to success – you just have to want to walk through the door.

3 I'm in remodeling (multifamily or seniors housing, light commercial, etc.). How do I get involved in my specific segment of the industry?

Join a NAHB Council! NAHB responds to the increasingly

diverse need of its membership with specialized services of these industry councils. Building Systems, remodelers (and Remodeler 20 Club), Commercial Builders, Multifamily, Seniors Housing, and Women's Council. Call (800) 368-5242 for more information.

4 I'm an associate member. How do I network with builders?

Your best strategy – get involved! Working side-by-side with a builder member on an association project or issue demonstrates your commitment to the industry, while it builds the foundation of a trustworthy relationship necessary to long-term business success. It's a more effective approach than hard-selling yourself. You can also obtain HBA of Kern's member list to target qualified member prospects and reach your strongest markets.

5 Am I invited to attend NAHB's Annual Convention and Exposition?

Absolutely! And as a first time attendee, you are eligible to receive a special discounted registration fee.

6 How does NAHB work on Capitol Hill benefit me in my hometown?

By supporting pro-housing legislation and fighting burdensome regulations, NAHB directly influences national policies, which in turn directly impact your business at home. Through NAHB's grassroots efforts, you have a powerful voice with our

Nation's leaders on the issues that matter to our industry.

7 Can I save money through my NAHB membership?

Yes, if you take advantage of our discounted business products and services! You can also receive a 20% discount on industry books, merchandise, brochures, videos, and audiocassettes available at www.builderbooks.com. Don't forget the hard work that your local association does to ensure your business success!

8 How can I access NAHB information online?

You can visit www.nahb.org or www.nahb.net, which you will need your membership ID number, available with HBA of Kern County. Or you can call (800) 368-5242, EST.

9 What other free services are available through NAHB?

When faced with legal questions, you can call NAHB's attorneys for fast answers and expert assistance. All legal services to members are at NO CHARGE or for a minimal service fee. The National Housing Library will create a free, customized resource list for you on books, magazines articles, convention tapes, and videos relating to any building topic – from ADA compliance to zero lot lines. For a nominal fee, the National Housing Library can even fax you articles or lend you books or videos from their extensive resource collection.