

Resources

nahb.org/spikeclub nahb.org/recruitmentletters valueofnahb.org

Make sure your HBA participates in the Membership Drive! In 2017, the federation is focused on net growth. You can still earn additional Spike Credits for recruiting during the drive, but don't forget about retaining your members as well.

Find out more at nahb.org/2017MembershipDrive or contact Betsy Alafoginis at 800-368-5242 x8233 or balafoginis@nahb.org.

SAVINGS



Reduce expenses, maximize profits and increase efficiency through exclusive discounts on a variety of products and services at the national and local level. nahb.org/MA

ADVOCACY



NAHB's keen advocacy focus provides the home building industry the stability to move forward and give our members competitive advantage. NAHB leverages the power of members across the country to lobby on Capitol Hill, your state and in your community. nahb.org/advocate

EXPERTISE



Members get access to the members-only website to stay up-to-date with latest industry news and analysis on economic, business, regulatory, legislative, technological issues from across the nation and locally.

NETWORKING



Access to industry professionals in your home market and beyond. Members support their fellow members, leading to more referrals and a more robust bottom line.

KNOWLEDGE



Members can learn about new products, strategies and best practices to use every day to improve their business. Discounts on online or in-person education courses and seminars for new comers and veterans alike. nahb.org/learn

Communicate the benefits:



Build Your Association's Future

How to find 101 potential new members without leaving your desk.

National Association of Home Builders

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Spike Club

Every day you do business with dozens of building industry professionals. Use the list below to create a customized rolodex of potential new member recruits. Check your list against your local association roster to identify prospective members. The more you recruit, the higher you will move up the Spike Club ladder. Download a spreadsheet of this list at nahb.org/spikeclub.

BUSINESS CATEGORY	PROSPECTIVE MEMBERS	CONTACT NUMBER	NAHB MEMBER?	
			YES	NO
Accounting, Bookkeeping Service, CPA				
Advertising Agency, PR Firm, Social Media Marketing				
Air Conditioning and Heating Contractors and Suppliers				
Alarm Systems, Security Contractors and Suppliers				
Aluminum, Sheet Metal Fabricators and Suppliers				
Appliance Suppliers, Manufacturing Representatives				
Appliances				
Architects-Draftsmen				
Asphalt Contractors and Suppliers				
Attorneys				
Automobile/Truck Sales, Services, Dealerships				
Awnings-Metal and Cloth				
Banks, Savings & Loans, Mortgage Companies				
Blinds, Venetian Blinds				
Brick Mason				
Brick Suppliers and Manufacturers				
Building Material Suppliers				
Cabinets and Shelving-Manufacturers, Contractors, Suppliers				
Carpets-Suppliers,Manufacturers, Installers				
Ceiling Fans				
Cell Phones and Mobile Devices				
Ceramic Tile-Manufacturers, Suppliers, Installers				
Communications and Telephone Companies				
Computers and Computer Suppliers/IT				
Concrete Manufacturers and Suppliers				
Concrete Finishing Contractors				
Credit Bureaus				
Construction/Heavy Equipment Dealers				
Decoration/Design, Interior Decorators				
Dirt-Suppliers and Haulers				
Doors/Millwork				
Drywall Finishing				
Electricians				
Electrical Supplies				
Engineers				
Exterminators				
Fences-Suppliers and Installers				
Fire Equipment				
Fireplaces/Woodstoves				
Flooring-Hardwood, Tile Supplies and Sales				
Framing Contractors				
Furniture Company and Suppliers				
Gas/Propane				
Glass, Mirrors, Stain Glass				
Gutters, Downspouts				
Hardware				
Insulation-Suppliers and Contractors				
Insurance Agents and Companies				
Intercoms				
Janitorial and House Cleaning				
Landscape Contractor and Lawn Service				
Landscape				
Lighting Fixtures				
Lot and Land Clearing Contractors				
Lumber/Plywood Dealers and Distributors				
Marble-Suppliers Manufacturers, and Contractors				
Masonry and Brick Contractors				
Moving and Storage Companies				
Office Supplies and Machines				
Paint Stores and Supplies				
Paint Contractors				
Paper Hangers				
Plumbing Contractors				
Plumbing Fixtures				
Portable Toilets				
Prefab Building Supplies and Manufacturers				
Printing/Typesetting				
Realtors				
Real Estate Developers				
Remodelers				
Rental Equipment and Machinery				
Restaurants, Hotels, Meeting Rooms				
Road Builders				
Roofing Contractors				
Roofing Materials and Supplies				
Sand/Gravel				
Saunas/Spas				
Septic Tanks				
Signs/Sign Companies				
Solar Systems				
Stereos/Radios				
Surveyors				
Swimming Pools				
Telephone Systems and Equipment				
Telephone Prewiring				
Television/Cable/Video Equipment and Services				
Title Insurance Companies				
Tools				
Tire Dealers				
Travel Agencies				
Trim Carpenters				
Trim and Millwork Suppliers				
Tub Enclosures				
Upholstering				
Utility Companies				
Vacuum Systems				
Wallcovering Supplies				
Waste Disposal				
Windows-Manufacturers, Suppliers				
Wood Flooring				
Other Builders				