

The Top Ten

Most Frequently Asked Questions from New Members (and the straight answers)

1. What publications do I automatically get from NAHB?

Answer: As an 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, technological, legislative and other industry and business-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 simply by completing a qualification card included in your magazine.)

2. How can NAHB improve my bottom line as a builder?

Answer: NAHB's Business Management and Builder Education and Conferences departments provide the tools you need to increase your business profitability and efficiency. Through such offerings as the bi-monthly newsletter Building Homes & Profits, Builder 20 Clubs, and the Custom Builder Symposium, NAHB offers dozens of ways to stay on top of the latest trends in business and financial management, marketing, computerization, personnel issues, employee relations, and customer service. Call 1-800-368-5242, ext. 113 for more information. You can also utilize the economic and forecasting information available from our Economics Department to understand current and future trends and adjust your business plan accordingly. Contact the NAHB Economics, Mortgage Finance, and Housing Policy Division at ext. 870 for more details.

3. I'm in remodeling (sales and marketing, light commercial construction, rural housing, etc.) How do I get involved in my specific segment of the industry?

Answer: Join an NAHB Council! NAHB responds to the increasingly diverse needs of its membership with the specialized services of these industry councils: Building Systems, Remodelors (and Remodelor 20 Clubs), Commercial Builders, Multifamily, Seniors Housing, Rural Housing, Women's Council, and Sales and Marketing. Call 1-800-368-5242, ext. 418 for more information.

4. I'm an associate member, how do I network with the builders?

Answer: Your best strategy: Get involved! Working side by side with a builder member on an association issue or project demonstrates your commitment to the industry, while it builds the foundation of a trustworthy relationship necessary to long-term business success. It's a subtle yet more effective approach than hard selling. You can also purchase NAHB's Mailing List Service at a 20% member discount to target qualified member prospects and reach your strongest potential markets.

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

Answer: You bet you are! And as a first-time attendee, you are eligible to receive a special discounted registration fee.

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

Answer: By supporting pro housing legislation and fighting burdensome regulations, NAHB influences national policies which directly impact your business at home. NAHB also provides lobbying assistance to your state and local builders associations to ensure a healthy building environment on all levels. And through NAHB's grassroots efforts, you have a powerful voice with our nation's leaders on the issues that matter to our industry.

7. How does NAHB help me understand and comply with all these new regulations?

Answer: NAHB keeps you informed of major environmental regulations affecting land development and home building and provides seminars and publications on other critical local, state and national issues like building codes and standards and OSHA regulations. NAHB's inter-disciplinary team of experts is ready to help you...they're just a phone call away.

8. Can I save money through my NAHB membership?

Answer: You sure can if you take advantage of our discounted business products and services! NAHB's buying power gives you great deals on Penny Wise office products, Airborne Express overnight shipping, Hertz and Alamo Car rentals, MasterCard credit card services, fax equipment, Spring long-distance telephone services, special NAHB logo merchandise, and more. You also receive a 20% member discount on all book, brochures, videotapes, and audio cassettes available through the Home Builder Bookstore. Call the Home Builder Bookstore at 1-800-223-2665 or visit their web site at www.builderbooks.com.

9. How can I access NAHB information on-line?

Answer: Very easily! Just visit NAHB's World Wide Web site, "The HOME Page," at www.nahb.com. The HOME Page is also the address for Nation's Building News on-line and the latest information on the THE INTERNATIONAL BUILDERS SHOW and THE REMODELORS SHOW. You can also access NAHB.net, NAHB's member-only online community found at



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www.nahb.net or through www.nahb.com. Web site features include the ability to engage in real time chat with other users online, industry specific message boards, and interactive address book, an archived library of housing reference material and up-to-the-minute news reports from the National Housing Center. Since NAHB.net is a service created entirely for the benefit of the NAHB membership, you will need your nine-digit access number in order to gain access to it. You can get your access number by contacting your local home builders association. For more information on all of NAHB's Online Services, call 1-88-368-5242, ext. 499 or e-mail nahbnet@hahb.com.

10. What other free services are available through NAHB?

Answer: 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 just a minimal fee. The National Housing Library will create a free, customized resource list for you on books, magazine 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.



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