



*Your Resource For Trusted
Remodeling Professionals!
614.895.3080*

REGISTER
November
Meeting

REGISTER
Holiday Party &
Awards Gala

REGISTER for
Remodelers
Night

NARI Member Meeting

Thursday, November 19

6:00 - 8:00 PM

with Board of Directors Elections

SPEAKERS: Eastman & Smith, Ltd. regarding the NEW IRS interpretation of the "Independent Contractor Classifications" and MTI Baths who will share trends, installation ideas and beneficial options of free-standing tubs.

WHERE: Ferguson Bath, Kitchen & Lighting Gallery

4363 Lyman Drive
Hilliard, OH 43026

RSVP: By Wed., Nov. 11 online at www.trustnari.org/events or call 614-895-3080

COST: \$15 includes food, drinks & networking

HOSTED BY:

DUES RENEWAL TIME- Need Returned by Dec. 1

NARI members have higher sales, lead in sales per employee and have been in business longer than the broad base of remodelers. NARI supports our members with educational opportunities, professional discounts via Home Depot, Fiat, a contractor liability insurance program and lead generation opportunities. Read more about NARI's [Membership benefits...](#)

New Member Applications Dry Patrol

175 S. Third Street Suite 200A83
Columbus, OH 43215
740-417-9006
Rep: Brian Daughtry
bryan.daughtry@drypatrol.com

GS Marble & Granite

2855 Johnstown Rd.,
Columbus, OH 43219
614-337-1871
Rep: Lena Salazar
bgs2012paulo@gmail.com

Hina Environmental Solutions

995A Safin Road
Columbus, OH 43204
614-272-8787
Rep: Brian Hina
bhina@hinaenvironmental.com

Mount Vernon Barn Company

19260 Hopewell Road
Mt. Vernon, OH 43050
614-361-1963

President's Message - NARI Member Profile Study Concludes...

Knowledge is power! As part of an organization that keeps us current on important pieces of information, we must conclude that NARI's education components keeps us a step above the rest. This statement comes to mind because of the work of Consumer Specialists - the Consulting Firm which conducted our Member Profile Study in 2011. They conclude:

- **NARI Members are above the industry in general**
 - **More employees**
 - **More sales**
 - **More productive (sales per employee)**
 - **More sophisticated in sales approach (dedicated sales persons)**

When we are able to quickly find the valuable information needed to run our businesses, we can be more productive and make better decisions. I highly recommend making time to review the information that comes from NARI. Especially one item that will be discussed at our next membership meeting on November 19th at Ferguson - the new interpretation of the Independent Contractor Classifications. We heard from our National attorney on this subject at the NARI National Board meetings in Cleveland in September, now we want you to hear it too - attorneys from Eastman & Smith will highlight things you NEED to know.

I mentioned this in last month's message, but believe

Rep: Steve Clark
steve@mtvernonmillworks.com

SAVE THE DATES!

Nov. 19 (Thurs, 6-8 pm)

Membership Meeting

Host: Ferguson, Bath, Kitchen
& Lighting Gallery

Dec. 4 (Fri, 6:30-10:30)

Holiday-Award Gala
The Westin Columbus

Jan. 15-17

Build Remodel & Landscape
Expo
Columbus Convention Center

Jan. 27 (Weds, 5:30-8:00)

NARI's Remodelers Night
The Boat House at Confluence
Park

From The Heart of NARI

We mourn the loss of [Kevin Folk](#),
Construction Manager, Griffey
Remodeling.

it's worth a second shout-out: FREE Access to the JLC Field Guide - At JLCfieldguideNARI.com (Priority Code: PELLANARI) you will receive complimentary access to the most powerful training tool in the business. It is the most comprehensive, trusted skill training and best practices resource for pros in our industry. Pella Corporation has paid for your 1 year subscription - so register for FREE today. NARI members only!

Now is the time to add NARI to your 2016 budget. [Read more about NARI's 2016 sponsorship opportunities....](#)

PARTICIPATION OPENS DOORS!

Best regards,
Bill

Bill Maibach, President
NARI of Central Ohio
President, Custom Home Works



2015 Awards Gala & Holiday Party

Former NFL Linebacker & Buckeye Great **Bobby Carpenter** is joining NARI as the Master of Ceremonies.

Friday, December 4th
6:30 PM Cocktail Reception
Dinner & Awards to follow
\$75 per person
The Westin Columbus

Rooms are being offered at the great rate of \$129 + tax for the night at the hotel. The Westin is Columbus' most-renowned historic hotel offering guests gracious service and luxurious surroundings. The hotel's grandiose architecture and holiday decorations provides a perfect backdrop to NARI's big night.

[Click HERE](#) for info on NARI's Westin

Columbus Room Block

RSVP HERE FOR THE HOLIDAY PARTY OR CALL 614-895-3080

REMODELERS NIGHT 2016

January 27, 2016 @ 5:30 - 8:00 PM
The Boat House at Confluence Park

New Products - Awesome Prizes - Great Food - Beer & Wine

First 100 Remodelers* To Register & Attend Get In FREE

Sponsorships and Tables Available

Check out the 2015 Video To See All The Awesomeness From Last Year

Presenting Sponsor: Royal Building Products



REMODELERS RSVP INDUSTRY PARTNERS RESERVE YOUR TABLE



Be a part of the exclusive NARI designated area at the Build, Remodel & Landscape Expo January 15-17 at the Greater Columbus Columbus Convention Center. Join NARI members in creating a unique experience for remodeling ready consumers at the Build, Remodel & Landscape Expo. To reserve your space call Layne at 1-800-374-6463.

HELP WANTED

NARI Office Remodel

Charlie Grossinger helped bring in and put together the new office chairs. You can see the chairs if you drop by and help with the interior painting, re-laminating conference tables, some minor electrical work, relocating cabinetry and several small carpentry projects.

If you or someone in your company is willing to help we are looking for volunteers. Please contact our office ASAP at 614-895-3080.

This is Important Information Regarding our 2016 Workers' Compensation Group Rating Program

In light of BWC transitioning to prospective billing, the 2016 CareWorksComp group rating enrollment deadline for the traditional discount group rating program is **November 18, 2015**. It is important to apply early so that you have adequate time to evaluate your options. If you have not already applied, we ask that you take a look at your potential premium savings through the **NARI Workers' Compensation Program** that is administered by our partner, CareWorksComp. Our workers' compensation program was created to help our members maximize their workers' compensation premium savings

and to provide them with quality claims management services. Consider these points about our program:

- **CareWorksComp evaluates your company for your greatest premium savings options.**
- **Maximum BWC projected premium and rate discounts of up to 53%** in our traditional group rating programs and **premium rebates of up to 63%** through our retrospective group programs for eligible businesses.
- **Unemployment program consulting services** are included in our program.
- Best-in-class full-service program includes program management, with professional account executives, hearing representatives and claim staff as well as underwriting/rate analysts **providing you peace of mind.**

To request a free, no-obligation analysis of your best savings options, please take a moment and contact CareWorksComp's Program Manager, Shane Castle 614-917-8641 or via email at shane.castle@careworkscomp.com



Grow Your Beard To Aid In The Fight Against Men's Cancers

Today's Healthy Man in partnership with Cancer Support Community And The Basement Doctor presents, "Beards For The Boys!" During the month of November we're inviting you to put down your razor and put the money you save toward supporting those stricken with prostate and testicular cancer. Create a "Beards For The Boys" profile, for yourself or your business, then, beginning November 1st, put your razor away and start growing your beard! Use your profile to share your progress and invite friends to donate or join the cause and grow their own! [You can start your profile HERE...](#)

NARI's Fall Tour brings Recognition for many!

We must start by thanking our Fall Home Improvement Showcase Sponsors, without their support we would not have an event as successful for our members.

Gold Sponsor: Hamilton Parker Company

Silver Sponsor: APCO

Bronze Sponsor: Cellar Lumber Company

Bronze Sponsor: Ferguson Bath, Kitchen & Lighting Gallery

BEST KITCHEN – Dave Fox Design Build Remodelers - project on Retreat Lane in Powell.

BEST BATH – Miller Troyer Custom Homes, Amish Cabinetry & Remodeling - project on Aspinwall South in

New Albany.

BEST WHOLE HOUSE RENOVATION – H Design Build & Royal Building Products - project on S. Dawson Ave. in Bexley.

BEST ADDITION – Renovations Unlimited - project on Hampshire Road in Columbus.

BEST INTERIOR RENOVATION – Dave Fox Design Build Remodelers - project on Brittingham Lane in Powell.

BEST OUTDOOR LIVING – Planted Earth Columbus - project on Seminary Ridge in Worthington.

BEST OF SHOW – Griffey Remodeling - project on Stonehaven Drive in Columbus.

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Our mailing address is:

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Westerville, OH 43081

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