

October 2002

## Contractor Roundtables will fill the room in October

### Remodeling professionals set to moderate roundtable discussions

On Thursday, October 10, 2002, members and prospective members of Ohio Valley NARI will gather at the Cincinnati Marriott North Hotel for the chapter's annual Contractor Roundtable discussions.

This year's topics will include Computer Literacy, Construction Resources and Fees for Estimates. A moderator has been assigned to each topic.

Members are encouraged to bring a fellow contractor or supplier and spend time gathering invaluable information from fellow members and remodeling industry veterans. Let's show the industry what NARI is all about.

Bring along information you would like to share with others -- one of the most valuable benefits of the organization is networking and the exchange of information.

To reserve your spot, RSVP to the Ohio Valley NARI office at 800.498.NARI.

## Call to RSVP

**What:** October Meeting  
**When:** Thursday, October 10, 2002  
**Where:** Cincinnati Marriott North at  
Union Center Boulevard  
**Time:** 6:30 p.m.  
**RSVP:** Ohio Valley NARI at (800) 498-NARI  
**Cost:** \$20 (members) or \$25 (non-members)

## Interior Design Licensing Act

If you read nothing else this month, please note! Be aware of the efforts of three associations all connected with the National Council for Interior Design Qualification. The NCIDQ was established to set qualifications for professional designers. The International Interior Design Association (IIDA), the Interior Design Educators Council (IDEC) and the American Society of Interior Designers (ASID) all support a significant state-by-state lobbying effort that will essentially limit contractors for pulling permits unless they have passed the certification of the NCIDQ.

Essentially, the effort if successful would force all remodelers to certify with their association.

The NKBA and NARI both oppose this effort and stay in continuous communication regarding activities of these groups in state legislatures around the country.

The NCIDQ web site which is located at [www.ncidq.org](http://www.ncidq.org) makes the following statement about the lobbying effort.

"Many states have passed legislation, either practice or title acts, which require passing the NCIDQ exam in order to work in the field under the category of Interior Designer. Many more states will be passing similar legislation in the next few years. Once legislation has been passed, government contracts require bidders to be certified. The bulk of that work will then go to those who have passed this test. The impact of this certification is immense."

*(continued on page 4)*

## NFIB provides special report

NFIB/Ohio with more than 36,000 members, is the largest small-business advocacy organization in the state. As a non-profit, non-partisan organization with 600,000 members nationally, NFIB represents small- and independent-business owners in all 50 states and in Washington, DC. NFIB has recently published information concerning upcoming political activities.

**Judicial Elections Matter** -- The November ballot spotlight may be on federal and state congressional seats, but judicial races can affect your small business as much - or more - than legislative candidates.

State Supreme Courts are increasingly wielding their power over public policy, often overturning in a single decision small business-friendly legislation.

"In Ohio, we've been made painfully aware that you can work very hard for great legislative victories, have the governor sign them into law, and then the state Supreme Court reverses them," says Roger Geiger, NFIB's Ohio state director. "It shows how dramatic the court's power can be and why we need to pay attention to the judicial branch, just as we do the legislative and executive branches of government."

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## Find CotY entry forms at [www.naricincinnati.org](http://www.naricincinnati.org) -- deadline is November 4

The chapter has worked hard to develop one of the best resources and lead generation systems for professional remodelers in the Cincinnati area. Visit [www.naricincinnati.org](http://www.naricincinnati.org) for information, a listing of members, information for homeowners on how to select a professional and information about chapter activities.

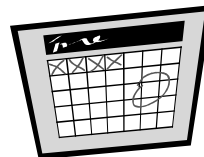
Complete entry information, rules and guidelines for the 2003 Ohio Valley NARI Contractor

There are 39 states that elect their appellate level judges. A judge's reach is broad, as there's rarely a public policy debate today that doesn't have the likelihood of ending up in front of a court for interpretation. Whether it's insurance, workers compensation, taxes, workforce development issues or tort reform, all have the potential to be challenged in court. And any can be overturned in a single court case ruling.

That's why NFIB is working to ensure that judges who understand the needs of small business owners are elected. Through grassroots efforts, NFIB seeks to educate small business owners on judicial candidates' backgrounds. Additionally, NFIB staff and members work to get out the vote for pro-small business judicial candidates, to match the efforts by trial lawyers and unions to support candidates that favor their causes.

NFIB's goal is not to "stack the court," but to have a truly balanced body that understands its role is to interpret, not make, the laws, Geiger says.

Find out more about judicial elections in your state visiting Ohio's page at [www.nfib.com](http://www.nfib.com).



## Coming Events

**October 10, 2002** - 6:30 p.m.  
Membership Meeting at Marriott North

Topic: Contractor Roundtable

**November 4, 2002** - 5:00 p.m.

Deadline for 2003 CotY Entries

**November 14, 2002** - 6:30 p.m.

Evening of Excellence at the Boat House

of the Year contest is available on the chapter's website. The deadline for entry into the local contest is November 4, 2002. Think about those worthy jobs now and begin gathering photos, descriptions and information. Visit the chapter's website often or email the office at [cincinnati@naripro.org](mailto:cincinnati@naripro.org).

## Ohio House candidate gains key small-business endorsement

The small-business group NFIB/Ohio's Save America's Free Enterprise (SAFE) Trust political action committee today announced its endorsement of the election of Jim Raussen in the race for the 28th District House seat.

"Jim Raussen demonstrates a fundamental understanding that a healthy Ohio economy starts with and is sustained by small business," said Roger R. Geiger, NFIB/Ohio state director. "Jim Raussen realizes Main Street struggles and will fight to make sure the concerns of small-business owners are heard and understood." The NFIB/Ohio SAFE Trust based its endorsement on responses to candidate questionnaires and interviews to evaluate candidates' views on legislative issues affecting small business.

"On November 5, Ohio's entrepreneurs have the opportunity to influence the election of House members, electing candidates that are committed to making Ohio the greatest place to own a small business," said Geiger. NFIB/Ohio will stress the importance of supporting Jim Raussen to its members in the 28th House District. "Our members are looked to for guidance by their employees and the community as a whole, and their support will make a difference in this important race," Geiger said.

## Reinvigorating yourself on the job

by Linda Talley

As a leader, you have a lot to do. The question is: how can you not only motivate your crew but also yourself? Here are some ideas.

- 1. Leave the building or job site for lunch and do something entirely different.** A businessman in Houston leaves his downtown office, drives to Memorial Park and swings.
- 2. Come in early and experience the quietness of the office.** If you came in an hour early, what would you experience, what

would you feel? What would it sound like? How would it make you feel? What could you accomplish in this atmosphere?

**3. Affirm what you want to happen.** Most people keep talking about what they don't want to happen. "We just won't make our sales projections this month." Instead, focus and comment on what you really want to happen, "We are reaching our sales figures."

**4. Interact with customers at least 4 times a day.** This could be clients or suppliers. If you get too far away from customers, you forget what business you're in.

**5. Acknowledge your staff and crew daily.** No puffy stuff here. Simple, straight from the heart acknowledgments that help people rise to who they really are. Thanking them every day is fine but it doesn't touch their hearts. Acknowledgments do!

**6. Come from gratitude.** When you come from gratitude you see what's really important in your life, in your business, even if things aren't going the way you would like. If you didn't get the job, ask yourself what the lesson here is? If you lost a loyal client, ask yourself what did you learn from this loss? Everything that happens to you is a lesson. Be grateful for your daily lessons.

## 2002 Small Business Resource Guide

The Internal Revenue Service (IRS) has the latest Small Business Resource Guide available to small businesses. This CD-ROM, produced by the IRS and the Small Business Administration, is a useful tool that provides small business tax information, forms, instructions, publications, and valuable business information from a variety of government agencies.

The Small Business Resource Guide operates on both PC and Macintosh platforms. To obtain a copy, contact the Office of Advocacy at (202) 205-6533 or [advocacy@sba.gov](mailto:advocacy@sba.gov). It is also available through the SBA website: [www.sba.gov/starting](http://www.sba.gov/starting), and click" item number 5, SBA/IRS CD Small Business Guide, or call 1-800-U ASK SBA or 1-800-TAX-FORM.



## Ohio Valley NARI

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## NARI expands exposure

Total circulation of the publications featuring NARI for the month of August on a national level was 9,129,925 with NARI appearing in 150 placements in more than 125 different media outlets. The Chicagoland chapter scored the highest number of placements with 12, followed by the San Francisco Bay Area chapter with 9.

Cumulatively, the total circulation of the publications featuring NARI from July 1, 2002 is 16,986,872 with NARI appearing in 229 placements in more than 200 media outlets.

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## Interior design *(continued from page 1)*

NCIDQ stands for the “National Council for Interior Design Qualification”, an independent organization founded in 1972 to establish qualifications for professional designers. Many of the major interior design societies (including ASID, IIDA, IDEC and others) subscribe and support the NCIDQ testing process. Successful passage of this national certification testing program is required by these societies for associate and allied members to achieve a professional membership status. NARI and NKBA are working to prevent the NCIDQ from forcing all professionals to do the same.

During the 2001 Oregon Legislative Session, the Interior Designers lobbied for a title act, which would forbid anyone who had not passed their exams to call themselves a “designer”. By teaming with the Oregon Building Industry Association and the American Institute of Building Design, ORA/NARI was able to beat back their legislation. However, they have hired a pretty good lobbyist and will be reintroducing their legislation in the 2003 session.



## THE NARI RENOVATOR

A Publication of the Ohio Valley Chapter of the National Association of the Remodeling Industry

The Ohio Valley NARI newsletter, *The NARI Renovator*, is produced by Ohio Valley NARI as a service and benefit to its membership. The organization's office is located at 136 South Keowee Street, Dayton, Ohio 45402; (800) 498-NARI or fax (937) 222-5794.

### Ohio Valley NARI Board of Directors

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