

January 2002

The Dirty Dozen comes to Cincinnati on January 10th

Safety has traditionally not been a priority... until now

There are lots of ways you and your employees can be injured on a job site. But, in spite of the hazards, most serious job-related injuries can be prevented. Even if an injury doesn't occur, job site hazards that can be mitigated can be hazardous to your company's financial health - if an OSHA inspector finds them and issues a citation. Find out first hand from fellow OVNARI members how hazardous and frustrating it can be.

Creating and maintaining the safest possible work sites is a habit that pays big dividends in reduced exposure to worker's comp claims, legal liability, and OSHA fines. First, however, you need to know where to look for the most common construction industry worker safety hazards. That's the subject of the January 10, 2002 dinner meeting.

Wayne Haddix, president of Road to Safety, a Milford, Ohio firm that provides safety training, safety consulting, job site analysis, and representation services to

general and specialty contractors, will be our featured speaker. He will acquaint NARI members and prospects with "The Dirty Dozen: The Top 12 OSHA Citations."

RSVP today by calling OVNARI at 800.498.NARI.

Benefits of construction-specific software

Instead of using generic software to run your business, consider an application tailored to the construction/remodeling industry. Such an application can help increase your sales volume, reduce expenses, and win bids you might not have won previously.

Using software specifically tailored to your industry can produce several measurable benefits, including:

True job costs. If your current software can't tell you which jobs are profitable and which aren't, you may be missing significant opportunities to improve your business. Also, inefficient

documentation can cause small expenses to accumulate, making a project move from the plus side of the ledger to the minus side. Construction software can provide detailed breakdowns of costs displayed in a number of different ways (e.g., by type of work, employee time, equipment use, etc.).

Faster, more accurate estimating. By automating the estimating process you spend less time on an activity that provides no direct financial gain and free up time for things that can net the company a profit.

Call to RSVP

Where: Cincinnati Marriott
North at Union Centre

When: January 10, 2002 at 6:30 p.m.

RSVP: Ohio Valley NARI
(800) 498-NARI

Cost: \$20 per member or
\$25 per non-member



(continued on page 4)

Relationships need attention, no matter how good

This article is not meant to be a message of positive thinking nor is it meant to be a strategy on how to manage better or be more productive. It is about something far more important - relationships.

Rapid change and lightening-fast communication is taking its toll on relationships. Response time has cranked up to an almost unbelievable pace. People are, surprise, surprise, just a little stressed. So, who pays the price when you choose to fall into the trap of trying to keep up?

You do. Your family and friends do. I really believe that, on some level, you, the reader, somehow believes that the pace at which you live your life will level out, that it's going to get easier or that you are going to get caught up. Worse yet, you may believe that one day you will choose to slow down and balance your personal and professional life.

Wake up! There is no such thing as balancing your personal and professional life. It will always be a juggling act. The better you juggle, the closer you come to achieving balance. But, even if you become a great juggler, coming close to achieving balance is the best you will ever do and even that takes constant practice. You only have twenty-four hours in a day. You only have so much energy. Wherever you choose to focus your energy will take prominence. The rest will move towards becoming invisible to you.

All research shows that close personal family and friendship ties lead to physical and mental health. Relationships do not take care of themselves -- ever. Without attention, they rust. Relationships require proactive maintenance. Like anything in life, what comes back depends on what is given out. Deposits have to be made in our relationship bank. Yes, people that care often do forgive our business, at least for a while. But, even those closest to us will drift away if attention isn't paid.

You, and only you, choose where to invest

your time. You either choose to be a victim of our connected world or you choose to use it to enhance the quality of your life.

Here are some food for thought as how to maintain quality relationships:



(1) **Call the people you care about.**

The up side of calling is you do connect and you do let people know you are in their thoughts. The down side is you are still a voice on the phone for a short period of time. A phone call is, of course, the easy way out. It's kind of like sending an Internet greeting card. They are cute but, on some level, people know that it's a shortcut.

(2) **Shut off the cell phone.** When you choose to have quality time with those closest to you, choose to have real quality time. Having your cell phone on will always make the unconscious statement.

(3) **Carve out time to be with those who you want in your life for the long-term.** Think about your future. Don't be shortsighted. Life can turn on a dime. Living with regret is forever. I know. I didn't see someone who was very close to me for over a year. She died. I can't make it up and I'll never let it happen again.

(4) **Take action for maintaining quality relationships.** Don't think about it or you'll just justify and rationalize your present behavior. You are not going to get any less busy. Do it now!

Print out this article and put it where you can see it and Take Action Now!

With all of the things that are going on in the world right now, relationships are more important than ever!

Frank Gates group rating deadline change

Each year, all private employers participating in workers' compensation group rating must re-enroll. The deadline for Frank Gates to submit all enrollment materials to BWC is February 28, 2002. The additional month is a one-time extension to allow for the transition to the MIRA system in 2002.

Participants in Frank Gates' group rating programs should have received a 2002 enrollment packet by mid-November. If you did not receive a packet, please call the Risk Management Services Department at 1-800-777-4283.

Once you receive your packet, it is important to process it quickly. Remember to continue your group status, you must maintain membership in your sponsoring association and submit your application to Frank Gates by the deadline indicated in your packet. Frank Gates will contact the NARI office to ensure your dues are current.

If you are a member of Ohio Valley NARI or thinking of joining this benefit will pay for your dues. Members save hundreds and even thousands of dollars each year by participating in the group plan.



Coming Events

February 14, 2002 - 6:30 p.m.
ProSource Wholesale Floorcoverings
11489 Enterprise Drive
ProSource Supplier Night
Open House at Expanded ProSource Facility

March 14, 2002 - 6:30 p.m.
Cincinnati Marriott North at Union Centre
David Luppenberger
Business Organization

If you are not now a group member but would like to participate, call today to get a free, no-obligation group rating savings estimate at 1-800-395-4119 or 614-798-5500.

Members pass certification exam

In 1983, the NARI Certification Program provided the remodeling industry with its first formalized standard of expertise and ethical conduct for professional remodelers. These certifications recognize remodelers who have undergone detailed review and testing in areas of business management, technical skills, and ethical conduct. NARI certification identifies these professionals as industry leaders.

Certification identifies you as a dedicated professional and acknowledges your personal achievements, improves your level of practice, and highlights you as a leader in the industry.

NARI certification is a valuable **marketing** tool as well – providing customers with assurance that they are choosing expert professionals with years of experience, dedication to ongoing training, and a commitment to ethical conduct.

Ohio Valley NARI is pleased to announce three newly certified professionals amongst our members. Congratulations to the following three individuals. Plaques will be officially presented at the January 10, 2002 membership meeting. This accomplishment is huge and well deserved!

CONGRATULATIONS!

Greg Fischer, CR
Gregory Construction Co., Inc.

Mike Boyd, CR
Birchard Boyd Construction

Douglas Kraus, CLC
Gregory Construction Co., Inc.

Software *(continued from page 1)*

More efficient payroll and accounting.

Performing these rote activities electronically takes a fraction of the time and is more accurate. Electronic accounts receivable can be more timely. After all, the sooner you bill after performing a service, the sooner you will get paid — and probably with less squawking. In addition, you can select a software program with a warning system that prevents overpayments, which will help reduce errors that eat into profits. On the accounting side, the better your records, the better chance you will withstand an audit intact.

Better management of construction projects. Construction software lets you track projects from bid to finish with all management details — subcontractor information, change orders, purchase orders, etc. — in one place. You also have an historical reference for each project, which enables you to prepare more accurate bids in the future.

Elements of Good Construction-Specific Software - A good construction management program should have:

- Single-entry integrated system. Data you enter, for example, in the estimating section should automatically flow to scheduling, production, and job costing.
- All-inclusive features. The program should handle all your construction business needs. It's far easier to use one program than to try to



Ohio Valley NARI

Serving the Cincinnati Metropolitan Area

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THE NARI RENOVATOR

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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.

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cobble together several different ones. Modules to look for include: estimating, accounting, payroll, project management, job costing, inventory, equipment maintenance, and scheduling. Even if you don't use or need all these features right away, it's a good idea to have them at your disposal when your company's size warrants them.

- Strong training and technical support. This may be more important than the software itself. In addition to a good training program, look for easy upgrades, a trial period with a money-back guarantee, and fast turnaround on technical support. After all, your business depends on it.

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