

## Ohio Valley NARI will hold regional seminar in September

Michael Gorman, CR, coming to Cincinnati directly from JLC Live!

Cincinnati, Dayton, and Columbus area remodelers who are already profiting from the information they received at the seminar sponsored by Miami Valley NARI in April have the opportunity to continue their business education in September when Ohio Valley NARI brings another nationally-known expert in the business of remodeling to southwest Ohio.



Mike Gorman, CR

On Thursday, September 15, Michael Gorman, CR, will present an all-day program of intensive training in practical methods to improve the performance and bottom line of your remodeling business at the Kings Island Resort & Conference Center, in Mason

Mike Gorman has been active in the finance and remodeling industries since 1971. He has been coaching and advising contractors on business management for 15



*Kings Island Resort & Conference Center is located on 22 pastoral acres directly across from Paramount's Kings Island theme park in suburban Mason, midway between Dayton and Cincinnati.*

years. His focus is on helping builders and remodelers perfect their estimating, sales, and marketing performance.

Mike's seminars are not marked by seven or eight hours of randomly-spilled factoids, but feature a structured presentation designed to create a climate where every participant leaves the event loaded with practical ideas they can put to immediate use to make their remodeling businesses more efficient and more profitable.

According to Mike, "The remodeling industry is overflowing with talented, dedicated, bright individuals who are underpaid while performing the kinds of services and installing products that enrich their clients. Many of these remodelers are just one skill away from wealth."

### Plan to Play Golf!

- What:** 2005 NARI Golf Classic
- When:** Thursday, August 11
- Where:** Sharon Woods Golf Course  
Sharon Woods County Park
- Time:** 10:00 a.m.
- Register:** Return golf form to NARI office
- Cost:** \$105 per golfer (s90 for 12 or more players)

*(Continued on page 3)*

## Golfers and sponsors are still needed for August event at Sharon Woods

The date of the Ohio Valley NARI-Miami Valley NARI golf tournament is rapidly approaching and we're still in need of golfers and sponsors for this event, which will bring golfers from the two southwest Ohio NARI chapters together at Sharon Woods Golf Course on Thursday, August 11.

The event will begin with a shotgun start at 10:00 a.m. and will conclude with a late afternoon dinner at the Stonewood Banquet Center, located adjacent to the course. The buffet dinner will feature steak and chicken as the entrees, plus salad, potatoes, vegetables, stuffing, rolls, and dessert.

Sharon Woods is the oldest golf course operated by the Hamilton County Park District. The legendary Bobby Jones, who won every major golf championship in the world in the 1920s and 1930s, hit the first "official" drive at Sharon Woods in 1938, establishing the course as a true championship test.

The Sharon Woods golf course is a par 70 layout that plays 6,633 yards from the blue tees. It has a rating of 72.0 and a slope of 131.

The cost of the outing is \$105 per golfer, or \$90 per player for companies that enter three or more foursomes. The fee includes greens fees, cart, refreshments before and during play, scoring, prizes, and the awards dinner at the conclusion of play.

Not a golfer? Not a problem! Join the NARI group for dinner at Stonewood Banquet Center for just \$35. And if you are a

golfer, why not invite family and friends to join you for dinner?

Tournament sponsorships are available at \$125 per hole. To register as a player or a sponsor (or both), complete the form(s) included with this newsletter and mail or FAX your response to the NARI office. You can also register on line at [www.narincincinnati.org](http://www.narincincinnati.org).



*Even if you're not a golfer you can join your Cincinnati and Dayton NARI colleagues for dinner at Stonewood Banquet Center after the outing. It's only \$35! If you are golfing why not invite family members and friends to join you for the late afternoon steak and chicken dinner.*

The tournament site is just south of I-275, between Lebanon Road (Route 42) and Reed Hartman Highway. In addition to being more centrally-located and easier for Cincinnati residents to reach than the site of past OVNARI golf outings, Sharon Woods is only 40 miles from downtown Dayton, making it a convenient destination for members of Miami Valley NARI.

The golf course entrance is off of Cornell Road, which marks the southern boundary of Sharon Woods Park. From I-275 take Exit 46 (Route 42, Lebanon Road). Drive south on Route 42, past the Sharon Woods Park entrance to Cornell Road. (You can reach the golf course through the park, but you'll have to pay the park entrance fee.) Turn left on Cornell and drive east to Swing Road. Turn left on Swing Road (the only way you can turn) and drive to the club house.

Sign up for the outing today. You can do it by phone, FAX, or on line. How much easier could it be!?

### THE NARI RENOVATOR A Publication of Ohio Valley NARI

The NARI Renovator is produced by Ohio Valley NARI as a service and benefit to its members. 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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## Ohio Valley NARI Certified Kitchen & Bath Remodeler classes attract many participants from Miami Valley

A number of NARI members have committed to participating in the Ohio Valley NARI Certified Kitchen and Bath Remodeler preparation program to be conducted this fall. That's great! But there's just one disappointing thing. To this point every one of them is from Dayton!

Miami Valley NARI has the highest concentration of individuals with CR, CRS, and CLC certification of any chapter in the country. Now many of these individuals want to add CKBR to the certification they have already earned. Do our neighbors to the north know something we don't about the value of NARI certification?

There's still time to join the preparation class, which will be held weekly for 12 weeks starting August 31. Contact Melissa Lynd at the Ohio Valley NARI office 1-800-498-6274 to take your first step toward CKBR certification.

## September Seminar *(Continued from page 1)*

Mike's goal is to help his remodeling business colleagues add that final decisive skill to their business acumen.

An experienced professional with over 20 years of hands-on experience in carpentry, sales, estimating, supervision, and construction management Mike is a regular contributor to such industry publications as *Remodeling News* and *Professional Remodeler*. His most recent journal article was published in the July/August issue of *Home Energy* magazine. He is the author of *If I Sell You I Have a Job, If I Serve You I Create a Career*, a training manual for in-home sales people.

In addition to presenting stand-alone seminars throughout the country Mike's name frequently appears on the educational program agendas of national industry meetings. He will come to Ohio directly from a speaking engagement at JLC Live in Chicago the previous day.

The seminar will run from 9:00 a.m. until 4:00 p.m. A light breakfast will be available at 8:30 a.m.; lunch will be provided. The cost for the entire program, including breakfast and lunch is just \$159.

## Ohio BWC offers workplace health and safety training and workers' compensation information at WCU

Ohio employers who want to learn more about workplace health and safety have a great opportunity to do just that at Workers' Compensation University, an educational resource offered by the Ohio Bureau of Workers' Compensation.

Students at WCU learn ways to reduce workers' compensation costs, and methods for improving workplace safety. Courses include sessions on workers' compensation case studies, understanding the Industrial Commission, keeping small businesses safe, and preventing lost-work days. In addition to the classroom sessions Workers' Compensation University has an exposition area that showcases the latest products and services to help employers with their worker safety programs.

The traveling university will be at the Sharonville Convention Center on September 26 and 27. It will move to the Dayton Convention Center on September 29. Tuition is absolutely free! To register or get more information about WCU go to the Bureau of Workers' Compensation web site [ohiobwc.com](http://ohiobwc.com) or call the BWC at 1-800-466-6292.

### **The mission of Ohio Valley NARI is:**

- ✓ To establish and maintain the association's firm commitment to developing and sustaining programs that expand and unite the remodeling industry as well as to ensure the industry's growth and security.
- ✓ To encourage ethical conduct, sound business practices, and professionalism in the remodeling industry.
- ✓ To present NARI as the recognized authority in the remodeling industry.

### **These missions are carried out by:**

- ✓ Promoting the common business interests of those engaged in the industry.
- ✓ Sponsoring educational programs and activities for members.
- ✓ Enlightening consumers to the needs and advantages of home remodeling and maintenance, thereby improving the nation's housing inventory.
- ✓ Recommending legislative and regulatory action that safeguards and preserves the remodeling industry, and stimulates the marketplace.

### **Goals of chapter to accomplish mission:**

- ✓ To provide education to enhance professional and personal competencies.
- ✓ To create and encourage networking.
- ✓ To develop and promote the profession.
- ✓ To serve as a resource center.
- ✓ To provide quality publications to members.
- ✓ To improve membership and membership participation.
- ✓ To improve consumer awareness.
- ✓ To remain proactive on current and pending legislation.



## Ohio Valley NARI

Serving the Cincinnati Metropolitan Area

136 South Keowee Street • Dayton, Ohio 45402

800.498.NARI



### Coming Events

#### **Ohio Valley NARI Golf Tournament**

August 11, 10:00 a.m.

Sharon Woods Golf Course

#### **Ohio Valley NARI Seminar**

September 15

Kings Island Resort & Conference Center

Michael S. Gorman, CR

author of

*If I **Sell** You I Have a Job;*

*If I **Serve** You I Create a Career*

#### **Vendor Showcase**

October 20, 6:30 p.m.

Holiday Inn I-275 North

#### **November Dinner Meeting**

November 9, 6:30 p.m.

Holiday Inn I-275 North

John Hester, P.E.

Hamilton County Chief Plan Examiner

#### **Contractor of the Year Awards Deadline**

End of the business day

Monday, November 14

#### **Evening of Excellence Awards Dinner**

December 8, 6:30 p.m.

Montgomery Inn

9440 Montgomery Road

### Plan to participate in these upcoming events

There are still a lot of important events ahead on the Ohio Valley NARI activity calendar for 2005.

The joint golf tournament with Miami Valley NARI is set for August 11. Read all the details on page 2 of this issue.

In September Michael Gorman, CR, will give a presentation at JLC Live! in Chicago, then head immediately to Cincinnati for an all-day remodeling business seminar sponsored by Ohio Valley NARI on September 15. There's more about this great educational opportunity on page 1 of this issue.

The Vendor Showcase, which has now assumed the status of a traditional annual event, is set for Thursday, October 20 at the Holiday Inn I-275 North. That's a week later than our regular meeting date. The change was made to avoid a conflict with Yom Kippur.

The November meeting date has also been changed slightly to accommodate the schedule of our guest speaker, John Hester, Hamilton County's Chief Plan Examiner. John will be with us on Wednesday, November 9, at the Holiday Inn I-275 North.

We will wrap up the year with the Evening of Excellence dinner, which has been moved from November to December. It will be held at the Montgomery Inn on Montgomery Road, on Thursday, December 8. There will be awards and entertainment.