



THE NARI RENOVATOR

The Ohio Valley Chapter of the National Association of the Remodeling Industry

September 2006

www.naricincinnati.org

Seminar will help remodelers boost business performance Mike Cordonnier, CR, will cover three topics during all-day educational event

Chances are your remodeling business could perform better—but you may have to remodel it first. That's the focus of the 2006 Ohio Valley NARI seminar to be held on September 14 at the Kings Island Resort and Conference Center in Kings Mills.

This year's seminar will include three presentations by Mike Cordonnier, CR, who was a principal of one of Ohio's most honored remodeling firms before turning full time to remodeling business coaching and training. Mike will conduct sessions on Customer Service for Field Employees, Efficiency and Effectiveness—Doing the Right Things at the Right Time, and Engineering the Client Experience—What Remodeling the Customer is Really Buying.

The seminar will help you assess the



Here's an idea. Spend Thursday, September 14, at the Ohio Valley NARI seminar learning how to improve your remodeling business, then spend the night to enjoy the amenities of the Kings Island Resort & Conference Center. Since it's after labor day even palatial accommodations at the resort are available at bargain rates.

Sign up to learn NOW!

- What:** 2006 OVNARI Seminar
Program: An all-day event to help you enhance your remodeling business
When: Thursday, Thursday, Sept. 14
Where: Kings Island Resort & Conference Center
Kings Mills (I-71 exit 25)
Time: 8:30 a.m. - 4:30 p.m.
Cost: \$125 (\$105 for additional registrants)
RSVP: Fill out & return the form to NARI

performance level of your business and give you perspectives on opportunities for improvement that may enhance profitability and your level of customer service.

The seminar will be held from 8:30 a.m. until 4:30 p.m. on Thursday, September 14, at the Kings Island Resort and Conference Center, in Kings Mills.

The cost is just \$125 for NARI members. This includes the educational program, a light breakfast, refreshment breaks, and lunch. Additional people from the same company can attend for just \$105 per person. Fill out the registration form and return it to the Ohio Valley NARI office today to insure your place at the seminar.

Weather cooperates to make 2006 NARI golf outing a fun and financial success

The promised scattered showers scattered elsewhere and it turned out to be a great day for the 2006 Ohio Valley NARI Golf Outing. By all accounts everyone had a great time at the Sharon Woods Golf Course.

When the final team scores were totaled first place honors went to the Exteriors Unlimited team of John McCoy, Ted Wahl, Ken Hardin, and Greg Vanderhatert. In second place were Jeff Roth Art Hudepohl, Bob Kooris, and Bob Linz, playing under the flag of Marsh Building Products. Third place went to Andy Fox, Mike Schmerge, Linda Bacher, and Amy Whisenhunt, a team that met for the first time on the morning of the outing.



Thanks to the support of several sponsors NARI golfers could order just about anything they wanted for lunch at the turn.



John McCoy (right) accepted first place prizes for his Exteriors Unlimited team from Jeff McCoy.

There were plenty of individual contests, with Closest to Pin, Long Drive, and Long Putt contests on two holes. The Closest to Pin winners were John McCoy and Larry Kessler. Robbie Routt and Ray Winialsk sank the longest putts, and Tyson Rice and Ray Winialski hit the longest drives.

No one left Sharon Woods hungry or thirsty. A sponsored beverage cart roamed the course throughout the event and lunch at the snack bar was available at the turn. The outing wrapped up with a late afternoon steak and chicken dinner, which was followed by awards presentations and prize raffle drawings.

Jeff McCoy and Steve Zimmer, CR, planned and organized the event with principal sponsorship provided by Pella Windows and Doors of Cincinnati, Parksite Plunkett-Webster distributors of DuPont Tyvek, Mike Castrucci Chevrolet, Sibco Building Products, and Marsh Building Products.

Make-A-Wish Foundation of Southern Ohio will receive a contribution equal to 25% of the net profit of the outing, or \$2,500, whichever is greater, so in addition to having a good time players and sponsors supported two very worthy organization, Make-A-Wish and Ohio Valley NARI.

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.

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Steak or chicken? Or both, was the question when NARI golfers reached the entree end of the buffet line at the Stonewood Banquet Center. Since there was plenty of food many diners chose both.

Golf sponsors

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Therma-Tru will host NARI Region IV meeting in Indiana on September 29

Therma-Tru Entry and Patio Door Systems has invited NARI members from Ohio, Michigan, Indiana, and Kentucky to a region IV meeting in Butler, Indiana, on September 29. In this case "invited" means that Therma-Tru plans to pick up the check for just about everything except members' gasoline and hotel rooms.

The first event on the agenda is a reception and dinner at the Dusenberg Classic Car Museum in Auburn, Indiana, on Thursday, September 28. Hotel rooms have been reserved for Thursday in Auburn. On Friday morning a bus will take the NARI group to the Therma-Tru plant in Butler for a plant tour, lunch, and a regional business meeting. The meeting is expected to wrap up by 4:00 p.m.

This will be a great opportunity to meet other NARI members from throughout the region. Put the dates in your calendar program now and plan to attend the Region IV meeting.

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

Sign up now to attend or exhibit at 2006 Ohio Valley NARI Feature Vendor Night on October 12 at the Holiday Inn

It's a deal you can't turn down. If you are a contractor you can bring your entire family and crew to meet suppliers and enjoy an all-you-can-eat deli dinner for just \$25. That's

not \$25 a person; it's \$25 for everyone associated with your company!

If you are a supplier of goods or services of any type to remodelers you can introduce yourself to the area's leading home improvement contractors for just \$150 at the 4th Annual Ohio Valley NARI Feature Vendor Night on Thursday, October 12, at the Holiday Inn I-275 North.

This popular event is a fun and social evening with a serious purpose. It's an opportunity for vendors to meet new prospective customers, and for remodelers to find new sources for the products and services they need.

Vendors can order a display table (or space) for just \$150, which includes dinner and beverages for up to three representatives from the exhibiting company. Vendors are also encouraged to provide door prizes valued at \$25 or more to be awarded to remodeler representatives during the evening.

Setup begins at 5:00 p.m. on October 12; the doors open to remodelers at 6:30 p.m.

To apply for display space at Feature Vendor Night fill out the Vendor Display Table Application side of the form included with this newsletter and return it to the Ohio Valley NARI office by mail or FAX. If you are a remodeler, why wait? Register your crew right away.



Coming Events

Educational Seminar

Applies to NARI certification
CEU requirements

8:30 a.m. 4:30 p.m., September 14
Kings Island Resort & Conference Center

Vendor Showcase

6:30 p.m., Thursday, October 12
Holiday Inn I-275 North

Dinner Meeting

Building Codes Update
John Hester, Senior Plan Examiner
Cincinnati Department of
Buildings & Inspections
6:30 p.m., Wednesday, November 8
Holiday Inn I-275 North

Evening of Excellence Dinner

Thursday, December 14
Montgomery Inn
Montgomery Road