

Contractors and suppliers meet at Feature Vendor Night

Over 70 people and 17 vendor displays fill half of Holiday Inn ballroom

What a party we had on October 11 at the Holiday Inn when NARI member contractors and their employees met representatives from 17 suppliers of various goods and services got together for an evening of fun, conversation, an almost-all-you-can eat deli buffet, and maybe even to pop the top of a brew or two!

Total attendance for the evening was over 70, and everyone who was there agreed it was a great way to spend a Thursday evening.

Products and services on display included home improvement loans, advertising specialties, large format printing, and building products and materials from cabinets, to carpet and tile, to windows, and plumbing fixtures. Vendors who participated in the event were Speedpro Imaging, Nationwide Floor and Window Coverings, Pella Win-



A big crowd of over 70 filled half of the Holiday Inn ballroom on Feature Vendor Night.

dows & Doors, Great American Building Products, Parksite Plunket-Webster, Marsh Building Products, First Horizon Home Loans, Dal-Tile, Andersen Windows, Arbor Living Interiors, Building Value, Calihan Custom Cabinets, *Cincinnati/Northern Kentucky Home Improvement* magazine,

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November Meeting

What: November Dinner Meeting
Program: Making the Right Calls With Clients
Speaker: Ginny Frings, PhD
When: Thursday, November 8
Where: Holiday Inn I-275 North
 Hauck Road at I-275 Exit 46
Time: 6:30 p.m.
Cost: \$25 for NARI members
RSVP: Ohio Valley NARI at 800-498-6274



There were displays by 17 vendors.

Xavier professor will offer tips on turning leads into contracts at November OVNARI meeting

Dr. Ginny Frings, a visiting professor at Xavier University, will be the featured speaker at the November Ohio Valley NARI meeting.



Dr. Ginny Frings

She is known as the “Transformational Speaker” because she teaches how to transform challenges into victories!

The meeting will be at 6:30 p.m., on Thursday, November 8, at the Holiday Inn I-275 North.

“When life hands you lemons, you need a good recipe for lemonade!” is

one of the themes of Dr. Fring’s presentations.

As an aspiring gourmet chef in her “spare” time, Dr. Frings has learned that there are skills, other than culinary, necessary for successfully thriving and surviving a traumatic experience. As the “Transformational Speaker” she teaches how to transform challenges into victories.

Program participants learn how to work through the difficulties, look past them, and after effectively handling the challenges, she then teaches how to learn valuable lessons from the experience. Her program and teaching style engages the audience and participants actually come away with a strategic plan for pursuing their victories!

But what does this have to do with remodeling? Actually, it’s business in general.

“Remember the advertisement during foot-

ball games where the official says: ‘You make the call!’” Dr. Frings says. “Every day we get the opportunity to ‘make the call’ both on the job and in our lives. Often, we are trying to motivate others and the calls we make define the outcome of the project.”

Nowhere is this more important than in selling jobs and customer relations after the sale. At the November meeting NARI members will learn how to turn leads into jobs by understanding the client and making the “right calls” at the right time.

To make dinner reservations for the meeting call the Ohio Valley NARI office at 800-498-6274, or send e-mail to info@narincincinnati.org.



No cookies, but there were lots of other good things on the deli buffet table.

Vendor Night *(Continued from page 1)*

Ferguson Enterprises, Concepts Inc., Digimax, and Kwik Kopy.

There was no formal program for the evening, but each participating vendor was invited to make a brief presentation on their company and its products and services. Many of the vendors provided one or more valuable door prizes. The large attendance also produced a record-setting split-the-pot prize of \$115.

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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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Remodeling business will be healthier when current downturn turns around

The remodeling market is down right now, but when it comes back in 12 to 18 months it will be healthier than at the height of the boom, according to Kermit Baker, senior research fellow at the Harvard Joint Center for Housing Studies and project director of its Remodeling Futures Program.

Speaking at the Remodeling Show in Las Vegas, Baker said that in recent years big spenders have accounted for a disproportionate share of home owner improvements with 5% of the households remodeling their homes accounted for 60% of total market activity. That highly concentrated market was not healthy over the longer term, Baker said.

More households doing smaller-scale projects is "healthier for the industry, and more sustainable," he said.

Following the downward path of the overall housing industry--but not nearly as sharply--remodeling should resume growth in 2009 coinciding with a turnaround in housing sales and starts.

With market conditions back to normal, the annual increase in remodeling volume should be in the typical 6% to 7% range through 2011, he said.

Such a deal!

Discounts available to Ohio Valley NARI Members

Cincinnati Business Courier advertising contact Wende Powell (513) 337-9454

Cincinnati-Northern Kentucky Home Improvement magazine advertising contact Greg Smith (513) 615-9014

Frank Gates Service Co. NARI Workers Compensation Group Rating Program contact Al Gardner (800) 777-4283 ext 757

Kinker-Eveleigh Agency NARI property and casualty business insurance program contact Don Ebding (513) 936-1284

Candidates wanted for 2008 board

Ohio Valley NARI will elect officers and directors for 2008 during a brief--very brief--business meeting at the Evening of Excellence dinner of Wednesday, December 12, at the Montgomery Inn.

The Nominating Committee, chaired by President Larry Kessler, CKBR, has already identified several candidates for positions on the board, but there opportunities to add more names to the list of future chapter leaders.

Service on the board of directors does require a modest time commitment. Meetings are usually held monthly, and typically last about two hours--except for the December board orientation and planning meeting, which is a half-day affair. They are always informal, are often fun, and occasionally involve food and beverages at a convivial location. (Separate checks, of course!)

If you would like to serve OVNARI as an officer or director please call Larry at 574-8812 and volunteer. Like playing the lottery "Odds are you'll have fun," and you will certainly learn more about your industry and your association.

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

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2007 OVNARI Evening of Excellence is set for December 12 at the original Montgomery Inn

Again this year the Ohio Valley NARI Evening of Excellence dinner will be held at the original Montgomery Inn location at 9440 Montgomery Road. The date is Wednesday, December 12; the time, 6:30 p.m. Note that the day is Wednesday, not the traditional NARI meeting day of Thursday.



Those are the basic details. Put them in your time management program and synch them to your PDA.

The evening will include presentation of Contractor of the Year and service awards. There will be time for cocktails and socializing starting at 6:30 p.m. Dinner will be served about 7:00 p.m. There will be a choice of chicken, fish, or ribs, or some combinations of the three.

The Evening of Excellence is one of the most important social events of the NARI year. Not only will Ohio Valley NARI members get to enjoy a dinner featuring the Montgomery Inn's world famous food, they will spend an evening in the company of other leading members of the Cincinnati area remodeling industry.

Energy efficiency is an opportunity for remodelers

With interest in energy efficiency growing remodelers have an opportunity to sell customers on technology to improve the performance of their homes, according to panelists at the Remodeling Show in Las Vegas.

"One study shows that 70% of 'green' in building today is energy efficiency," said Bill Zwack, vice president of energy efficiency for SENTECH, Inc., a consulting company.

Zwack advised remodelers to include energy in the design discussion; use diagnostic tools; seal gaps and holes, and insulate when adding new space or opening walls.



Coming Events

November Meeting

6:30 p.m., Thursday, November 8

Holiday Inn I-275 North

Dr. Ginny Frings, Xavier University

"Motiv8 Movement... Step by Step"

Evening of Excellence Dinner

6:30 p.m., Wednesday, December 12

Montgomery Inn