



FEBRUARY 2016 NAR E-NEWS

NARI OF SOUTHERN ARIZONA'S MONTHLY NEWSLETTER

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Hello NARI chapter members and guests.

I would like to thank Christina Earle and her entire staff of Benjamin Supply for hosting a great chapter meeting in January. It was very informative and the food was great.

As we move into this New Year our chapter is growing and we are improving everything we can. The board members are working on the details of all the year's events and changes to how we conduct the chapter. We updated the calendar of events on the website so make sure to mark those dates on your calendar. You really help us just by attending the events. Our team works so diligently to make each one a great success. These events are designed to be fun, interactive, competitive or educational. Attending an event can offer you the opportunity to gain new customers, network with other businesses, find new products/suppliers or hire a new subcontractor. Don't forget the opportunity to win really good raffle prizes or money in the 50/50. Additionally, we are organizing the chapter meetings with a slightly different format. We want to offer you more time to network when available, introduce the board and committee members, give guests more of a spotlight, and introduce the hosts and cohosts with a bit of their history.

We are increasing our efforts to bring in bigger sponsors for our chapter and events. The two David Lupberger workshops on the 16th are presented by NARI HQ (NARI national) and sponsored by The Home Depot. If you would like to gain some visibility on our web or at events like this please let us know. We are always willing to accept sponsors for events, meetings, directory and our website.

Cheers,

Chris Trafton, President of NARI of Southern Arizona

Upcoming Chapter Meetings & Special Events

Current & Upcoming Events for 2016- hyperlinks are bold

- Feb 16, 2016, in lieu of a regular chapter meeting, two workshops with David Lupberger with CEUs, located at **Horizon Spa & Pool Parts**
- Mar 9, NARI Board Meeting
- Mar 15, 2016, monthly chapter meeting, located at **Granite Kitchen & Bath**
- Apr 6-9, 2016 **NARI HQ annual business meeting in Austin, TX**
- Apr 10, 2016, **SAHBA Home Show**, NARI will be in booth #724
- Apr 3, NARI Board Meeting
- Apr 19, monthly chapter meeting, located at **Benjamin Supply**, with Board elections
- May 9, NARI's 2nd Annual Multi-Industry Mixer, location TBA
- May 11, NARI Board Meeting
- May 17, monthly chapter meeting, located at **Andrew Lauren Granite**
- Jun 8, NARI Board Meeting
- Jun 21, monthly chapter meeting, located at **Tucson Rolling Shutters**
- Jul 13, NARI Board Meeting
- Jul 19, monthly chapter meeting, located at **Re-Bath & 5-Day Kitchens**
- Aug 5, Bowl-a-Rama, location TBA
- Aug 10, NARI Board meeting
- Aug 16, monthly chapter meeting, we need a host
- Sep 14, NARI Board meeting
- Sep 20, monthly chapter meeting, located at **Family Air**
- Oct 12, NARI Board Meeting
- Oct 18, 2nd Annual Taste of NARI BBQ Challenge, located at **Arizona Grill & Hearth**
- Nov 5, 2nd Annual Remodeling Materials Parking Lot Sale, located at **the HabiStore**
- Nov 9, NARI Board Meeting
- Nov 15, monthly chapter meeting, we need a host
- Dec 14, NARI Board meeting
- Dec 20, NARI Holiday Party & Gift Raffle, located at **Ferguson**

All events are subject to change. Please check our ***Calendar of Events on our website*** for details and updates on all events.



Got Dinner?

We are looking for Dinner Sponsors at the \$50 and \$100 level for our Feb 16th event. So far, we have two generous sponsors: Ferguson and Tucson Rolling Shutters but need 3-5 more. If you want more than a cold peanut butter sandwich, please contact Brenda Jordan 520-858-0243 and help us make this event really nice for our speaker and our guests!

THANK YOU Benjamin Supply

We had a great turn out at Benjamin Supply for our January chapter meeting! The Greek food smelled and tasted heavenly, the drinks were flowing and the interactive education captivated everyone! We also saw a couple of new faces there: Michael Sorantino of **Adept General Contracting** and Chris Stratton of **Cantera Custom Creations**- thank you both for being there. The education was “All About Water” and the crew at Benjamin did a fantastic job educating attendees on MicroSilk whirlpool baths, water conditioning, and softener systems. Bravo!



Instead of a Regular NARI Meeting-David Lupberger February 16, 2016

David Lupberger has a national reputation and is an expert in managing customer relations in the remodeling and construction fields. David is bringing his acclaimed “Managing the Emotional Homeowner” as well as “How to Find and Qualify Your Best Customers”- dinner is included for the second workshop. These workshops are aimed at remodelers, designers, and contractors.



NARI National member Home Depot has sponsored our speaker’s travel and our local regional sales manager and Oro Valley store manager will be at the event with an information table and will talk about what they can do for your business as well as sign NARI members up for the Home Depot rebate benefit.



The workshops will be located at Horizon Pool and Spa Parts Inc., 3120 E. Median Road, Tucson, AZ. Closest cross streets are E. Valencia and S. Alvernon. A map link to Horizon is [here](#). There will be plenty of parking and event registration will be just inside the main entrance- look for the NARI signs.

Cost- Per Person (Pre-pay for the event)

- **#1. Emotional Homeowner** (dinner NOT included) \$20 NARI and APSP Members. \$30 for Non-members/guests
- **#2. Qualify Best Customers** (includes Dinner) \$30 NARI and APSP Members. \$40 for Non-members/guests
- **Attend both workshops, including dinner** \$45 NARI and APSP Members. \$65 for Nonmembers/guests.

- **Pay at the door; Price goes up.** Attendees are highly encouraged to pre-pay for this event. If you would like to pay at the door, prices go up by \$5 for all workshops per attendee.
- **Please register and RSVP by February 12th**, call Brenda 520-858-0243, Rebecca 800-9015 or rebecca@nariofsouthernarizona.com

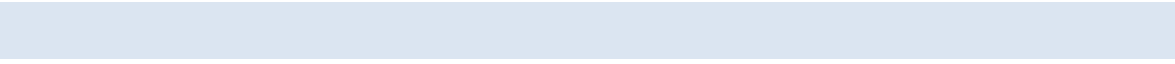
More Even Sponsorships Available- Plan Your Budget as We Plan Ours

We have projected budgets for all of our big fundraising events in 2016- we are looking for sponsors, both large and small to help us out so we can make these events profitable for the chapter. Sponsoring these events means visibility for you company in social media, on our website, in event marketing materials, etc.

- David Lupberger Feb. 16: \$500
- Multi-Industry Mixer on May 9: \$900
- Bowl-a-Rama on Aug.5: \$650.00
- Taste of NARI BBQ Challenge October 18: \$700*
- Remodeling Materials Parking Lot Sale Nov. 5: \$600
- Holiday party Dec. 20: \$500*

Please **contact Rebecca** to find out about our 2016 NARI event sponsorship packages, 800-9015.

*Sponsorship budgets for future events subject to change



Visit us online at: [NARI of Southern Arizona](http://NARIofSouthernArizona.com) NARI national website Contact the editor: (520) 800-9015,
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