



JANUARY 2016 NAR E-NEWS

NARI OF SOUTHERN ARIZONA'S MONTHLY NEWSLETTER

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Happy New Year to everyone in our NARI network.

I hope you and your family had a safe and relaxing holiday season. Thanks to Matt Chapman, and his staff at Ferguson's for hosting our Holiday party. It was a great evening filled with food, drinks, and many prizes. I would also like to thank Kelly Potter, Jillian Puglisi, Jessica Herring, and Rebecca Bushner for organizing and running the event.

If you missed it don't worry, we have great chapter meetings planned for 2016. We are also having our strategic planning session on Jan 12th with special guest facilitator Mike Waite of the NARI Chapter Initiative. Mike has the experience of building a large successful chapter in Charlotte, NC. We hope his expertise will help guide us through the most successful strategic planning session. In this meeting we brainstorm several categories including how we will offer value to your membership, what we can do to become a better chapter, and how to grow our chapter.

We love receiving feedback from you. You are welcome to attend the strategic planning session and give your input on our brainstorming. We will send out an email survey in the near future as well. This will give you the chance to share with us anything you think will help in any way. We do try and make every effort to accommodate all the different types of companies in the chapter. We hope to bring you relevant education, pertinent industry information, while still having fun in the process. This will be a great year for NARI of Southern Arizona.

Cheers,

Chris Trafton, President of NARI of Southern Arizona

Upcoming Chapter Meetings & Special Events

Current & Upcoming Events- hyperlinks are **bold**

- Jan. 12th, Strategic Planning meeting, 4pm, Tucson Rolling Shutters **Corporate HQ**
- Jan. 13th, monthly chapter Board & Committee meeting, 5:30-7pm
- Jan. 19th, 2016, monthly chapter meeting, Benjamin Supply
- Jan. 19-22nd, **Design & Construction Week®**, Las Vegas, NV
- Feb 16, 2016, two workshops with David Lupberger with CEUs; in lieu of a regular chapter meeting
- March 15, 2016, monthly chapter meeting, located at **Granite Kitchen & Bath**
- April 6-9, 2016 NARI annual business meeting in Austin, TX
- April 8-10, 2016, SAHBA Home Show
- All events are subject to change. Please check our [Calendar of Events on our website](#) for details and updates on all events.

THANK YOU Ferguson!

We had a fun party at Ferguson this year- and the gift raffle made it very festive indeed! We had 21 gift items donated by nine companies! Thank you very much to everyone that donated a gift and a special thank you to Kohler for providing the CEU and to our Fun Committee (Kelly Potter of Eren & Jessica Herring of Monark) for getting this party together.



GIFT RAFFLE DONORS

- Granite Kitchen & Bath
- Re-Bath and 5-Day Kitchens
- Home Projects
- Benjamin Supply
- Closet Trends
- Desert Earth & Wood
- Ferguson
- Kohler
- Eren Design and Remodel



Join Us at Benjamin Supply on January 19th

If you have not experience Benjamin Supply's downtown showroom, you are in for a treat. They have not hosted for a long time, so it will be great to see what they have been up to! The education for this meeting will be announced later this week.



The meeting is Tuesday, January 19th, 5:30-7:30pm; located at 440 N 7th Ave, in downtown Tucson. A map link is [here](#). Be sure to RSVP by 6:00pm, Thursday, January 14th. NARI members in good standing are free and guests can attend two NARI chapter meetings in a 3-month time period within a rolling year. All other please pay \$45 at the door. There will be a 50/50 raffle, so bring your cash!



NARI Directory Re-Print for Spring 2016!

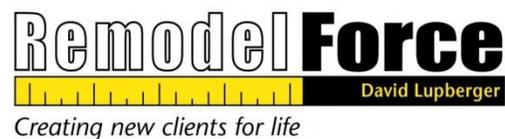
For those of you that participated in the spring 2015 SAHBA Home Show, we gave out more than 800 directories to attendees over 3 days! To keep moving forward on our marketing plan, a new 2016 member directory is in the works. We plan on having a booth in the spring 2016 SAHBA Home Show so we can hand them out again.

We are re-printing a NARI Member Directory for 2016- It will look virtually the same. And if you had an ad in the last directory, you can put an ad in again- please contact Rebecca to confirm and to pay for you ad. Ad renewals must be pre-paid, first-come, first served BY JANUARY 5th. Premium placement pages are going fast- the inside back cover for \$350 is the only premium page left. Advertisement spec sheet with a list of critical deadlines is [here](#).

If you are a new NARI member since January 2015 and want to get a head start, please send Rebecca a *high resolution* (300dpi) logo (Tiff or PNG) so your *free, full-color listing* looks the best it can be!

Save the date: 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. NARI HQ is sponsoring his visit to Arizona so he can bring us 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.





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](#). Cost of the workshops for NARI members and non-members, will be decided next week at the Board meeting, and so be sure to look for an email in your in-box soon.

These same workshops will also be presented in Phoenix on February 17th- please **contact Susan Kregar**, the Chapter Director of the Greater Phoenix NARI chapter if you would like to attend the workshop in Phoenix.



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