



# The Remodelers CONNECTION

A monthly publication of the Central Ohio Chapter of NARI

July 2009

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Hear Ye! Hear Ye!

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## CALENDAR of EVENTS

July 8—Wednesday

Lunch Roundtable

NARI Office

How to Prepare a CotY Entry

\$20 each

July 16 – Thursday

NARI Night at the Clippers

August 7—Friday

Annual Golf Outing

Kyber Run Golf Course

Johnstown OH

\$95 per golfer

August 12—Wednesday

Lunch Roundtable

NARI Office

Lead Education

Joe Gothard, Program

Manager, Lead Safe Columbus

\$20 each



## NARI Night at Huntington Park

*Columbus Clippers*

Versus

*Syracuse Chiefs*

**5:30 p.m.—6:45 p.m. - Tailgate in the  
Parking lot off Kilbourne St.**

Bring a dish to share. Sandwiches and beverages will be provided.

**7:05 p.m.—Game Time**

Huntington Park

330 Huntington Park Lane

Columbus, Ohio 43215

Reserved seat tickets for the game and tailgate are \$12 for Adults and \$9 for Seniors or Kids 12 and under. Tickets must be ordered by July 8th. Call the NARI Office, 614-895-3080.

We **will not** have tickets to sell the evening of the event; tickets must be pre-ordered.

**Pre-ordered Tickets will be distributed at the tailgate.**

For the tailgate enter the parking lot off Kilbourne, between Vine St. and Spruce St. just east of Neil.

Follow the NARI signs to the tailgate area at the west end of the lot.



**Parking** is on your own. Parking for Clippers Games is \$3.00 when **no** other event or concert is happening in the arena district.

*GO CLIPPERS!!*



**Central Ohio Chapter**

**2009 OFFICERS**

*Bryce Jacob  
President*

*Dave Fox Remodeling, Inc.*

*Todd Schmidt, CR  
Vice President*

*Renovations Unlimited*

*Mike Rosati  
Vice President  
Rosati Windows*

*Craig Sedoris  
Secretary  
More Time For You*

*Jim Wright  
Treasurer  
Residential Designed Solutions*

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*Scott Davidson  
Davidson Builders*

*Frankie Foster  
Chapman MDSE Publishing*

*Regina Readd  
Marble & Grant Works*

*Scott Steiner  
Handyman Connection*

*Steve Watters  
Hamilton Parker Co.*

*Jerry Yarov  
Worly Plumbing Supply*

**Immediate Past President**

*Doug Brownfield  
Lowe's Companies, Silver Dr.*

**Executive Director**  
*Shari Bates*

## Our President's Message

Fellow Members,

We passed the mid-point of the year and we have continued to forge ahead through an unpredictable economy. I want to personally thank all NARI members who have continued to attend roundtables, general meetings, and more importantly – continue to support one another with business opportunities this year.

As many of you know The Columbus Dispatch has become an association sponsor that will aid us with launching the NARI brand in a more abundant manner. They will also be available to help guide each of you with developing specific marketing/branding campaigns customized to reach your particular client audience. This sponsorship is the first of its kind and will play a big part in continuing to strengthen the presence of NARI and bring power to your affiliation with the association.

Please remember that there will not be a general meeting this month, but we will be spending a summer evening at the Clippers new Ballpark with our fellow NARI colleagues. Please contact Joyce to reserve your seat. The new ballpark is awesome!

Enjoy the summer and be safe.

Bryce Jacob, Dave Fox Remodeling  
President, NARI of Central Ohio  
614-459-5470  
bjacob@davefox.com

## NARI of Central Ohio

### **Vision Statement**

To be the primary resource for the Remodeling Industry and its consumers.

### **Mission Statement**

To develop the premiere organization with integrity, that advances remodeling professional's knowledge through education and industry involvement and serves as a trusted resource for consumers.

### **Our Values**

Integrity. Family. Honesty. Respect. Education.



The following company has applied for membership in NARI of Central Ohio.

**Delaware Area Career Center**  
1610 State Route 521  
Delaware OH 43015  
740-203-2208  
F 740-362-6461  
Represented by: Gene Scott  
Sponsored by: Bryce Jacob of Dave Fox Remodeling



Great client feedback is the best compliment a company can get!

After finishing a project, don't forget to give your client an ACE Survey.

The 2009 Deadline for submitting ACE Surveys is Monday, November 2<sup>nd</sup>

The ACE Logo—Consumers are looking for it!

**From the  of NARI**

Condolences to Randy McGarvey, CR of Newlook Sidings, and his family. Randy's father passed away on May 27th.



## July Roundtable *How to Put Together a CotY Entry*

### Thinking about submitting a CotY (Contractor of the Year) entry?

- Wondering is my project good enough?
- Not sure about where or how to begin?
- Would like to see copies of past entries & winners binders?
- Then this is the Roundtable for you.

Join us as a panel of local and regional winners, a Coty judge and a former Chairperson of the National CotY Award Committee talk about their experiences and answer your questions. And the good news is, you'll still have more than 3 months to put your entry together.

When: July 8th 11:30 a.m.—1:00 p.m.

Where: The NARI Office, 285 N. State St., Ste. 102, Westerville 43081

Cost: \$20 per person (includes lunch)

Reservation Deadline: Monday, July 6, 2009

**Call, email or visit the website to make your reservations NOW!**  
614-895-3080 naristaff@sbcglobal.net www.trustnari.org

## August Roundtable *Lead Safe Education*

Join Joe Gothard, Program Manager, Lead Safe Columbus for a discussion of the New Lead Paint Regulations. Learn what is required now, when training for lead safe removal can begin, and when must a company be certified and its employees trained. Attend and get your questions answered.

When: August 12th 11:30 a.m.—1:00 p.m.

Where: The NARI Office, 285 N. State St., Ste. 102, Westerville 43081

Cost: \$20 per person (includes lunch)

Reservation Deadline: Friday, August 7, 2009

**Call, email or visit the website to make your reservations NOW!**  
614-895-3080 naristaff@sbcglobal.net www.trustnari.org

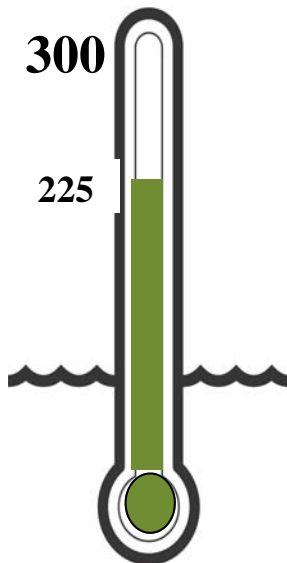


### Hear Ye! Hear Ye! Membership Contest

In the most dramatic fashion - as is befitting such a momentous contest – the score between the *Raging Remodelers* and *Victorious Vendors* was **tied** at 37 points at the time of the June General Meeting. However, the *Vendors* seized the opportunity and took the lead with a startling 14 points after all of the guests were tabulated. Words have begun to fly between both parties and this is still anyone’s contest. The score stands presently thus:

**Raging Remodelers: 41**  
**Victorious Vendors: 55**

Thy membership recruitment tip of the month comes from the Book of Steve Watters. When confronted with a former member of NARI who has dropped, turn their attention to the positive: “What *did* you like about your membership with NARI?” Encourage them to focus on the good that came from their time with NARI and tell them how many more opportunities they may find now!



### June General Meeting Was Standing Room Only

Dealers Lumber hosted more than 70 people as we recognized all of NARI of Central Ohio’s Certified Members including 5 of the newest certified associates.



Pictured left to right, front to back: Josh Barlow CR\*, Finish Line Building; Jon Gansor CLC\*, Campbell Builders; Frank Dondelinger CLC, Renovations Unlimited; Andrew Hrynkow CR, Finish Line Building; Matthew Ray CR, Custom Classic Renovations Ltd.; Peter A. Robinson CR, CKBR, Peter A. Robinson Remodeling LLC; Tom Kenison CR, Dave Fox Remodeling, Inc.; Wendy Sorenson CR\*, Dave Fox Remodeling, Inc.; Todd Schmidt CR, Renovations Unlimited; Craig Root CR, Ellis Kitchen & Bath Studio; Mel Millimen CLC\*, Finish Line Building; Scott Hurlburt CKBR, Great Scott Kitchen & Remodeling LLC; Jeff Zahler CR, CKBR, Custom Classic Renovations Ltd.; Gary Demos CR, Dave Fox Remodeling, Inc. (\*indicates newly certified associate.)

### And the winners of the “Coolest Tool Contest” and the “Oldest Tool Contest” at the June meeting were... How much fun was that!!!



Regina Readd, Marble and Granite Works, won the Coolest Tool Contest with her grandfather’s planer.



Gary Demos, CR, Dave Fox Remodeling, won the Oldest Tool Contest with a tool box which has been in his family for years.

## Certification Fees Rolled Back

Certification can be a great differentiator for our members that in these tough times become more difficult to justify. In order to serve our members NARI National is reducing some certification fees.

**The CKBR Certification Program** is being reduced from \$750 to \$599. You can save \$151 and reach your goal. A Certified Kitchen and Bath Remodeler Study Group is forming now! Don't wait, call the NARI office at 614-895-3080.



**Green Remodeling Education Program** to be offered this fall beginning September 10<sup>th</sup>. Classes will meet for two hours, 3:00—5:00 p.m. on Thursdays and will run for 14 weeks. For those seeking the GCP certification, the test will be scheduled in January.



**Universal Remodeling Course**  
Are you interested in participating in a Universal Design Class? The class will meet once a week for 4 weeks. Each meeting will be 2 hours in length. This educational program would qualify you to take the certification test when it is available in the fall.

For more information or to be added to an interest list for a course or to register a class contact the NARI Office at 614-895-3080 or at naristaff@sbcglobal.net.



## Shari from NARI earns Certification

ASAE reports that one hundred and twenty-seven association executives have earned their Certified Association Executive (CAE) credential from the CAE Commission of the American Society of Association Executives (ASAE), joining more than 3,700 profession leaders worldwide. Less than five percent of all association professionals have achieved this mark of excellence. Four of the new CAEs are from Ohio and included among them is our own:

- **Shari Bates, CAE**, Executive Director National Association of the Remodeling Industry of Central Ohio



The Summer class of CAEs successfully completed the CAE examination administered nationwide on May 1, 2009. Since its inception in 1960, the CAE program has served to elevate professional standards, enhance individual performance and designate those who demonstrate knowledge essential to the practice of association management. To earn the CAE credential, candidates must first submit an application satisfying professional experience and education requirements.

Successful applicants must next pass a challenging examination on all aspects of association management. Candidates undertake significant lengths of study in preparation for the exam, and only those who are able to achieve the designated examination score earn the CAE credential. Once earned, the certification must be renewed every three years through additional studies and leadership activities. Thus, it is an honor neither easily earned nor maintained.

Shari has been executive director of NARI of Central Ohio for 17 years.

## Announcing NARI on LinkedIn

In order to foster peer discussion and add to member networking, a NARI of Central Ohio LinkedIn group has been created specifically for our members. It will provide updates and announcements, as well as a place to discuss relevant topics, contribute suggestions, share news and plan forthcoming events. So if you have a LinkedIn account, look up the NARI of Central Ohio group and join us!



# Save the Date!

September 17, 2009

General Meeting

NARI Night with Professional Remodeler Magazine

5:30—8:30 PM

# 2009 NARI Golf Outing

## Friday, August 7, 2009

*Kyber Run Golf Course  
5261 Mink Road, Johnstown, Ohio 43031  
740-967-1404*



**Registration 8:00 a.m.**  
**Shot Gun Start 9:00 a.m.**  
**(Scramble)**

**Maximum of 144 Golfers**  
**Registration Deadline: Friday, July 24**  
**Register Early....**

All players must observe Kyber Run rules of etiquette and dress code of collared shirts, sleeves (for men), and no cutoffs.  
**SOFT SPIKES MANDATORY.**

\$95 per golfer

Includes golf, cart fee, burgers and brats dinner, door prizes and awards.

### Sponsorships

- \_\_\_\_\_ **\$700 Golf Cart Sponsor:** Entry Fee for 2 Golfers, Sign for Each Golf Cart, Recognition at Banquet and in Newsletter
- \_\_\_\_\_ **\$500 Dinner Sponsor:** Entry Fee for 2 Golfers, Recognition at Banquet and in Newsletter
- \_\_\_\_\_ **\$250 Beverage Sponsor:** Company name at Beverage Locations, Recognition at Banquet and in Newsletter
- \_\_\_\_\_ **\$100 Hole Sponsor:** Name on signage at hole, Recognition at banquet and in Newsletter
- \_\_\_\_\_ **Door Prize Contributor :** May have a company representative at the hole  
Recognition at banquet and in Newsletter

**Register below or visit the event section at [www.trustnari.org](http://www.trustnari.org).**

**Registration:** Sign up as a team or as an individual.

Company _____	Phone Number _____
Golfers: _____	Golfers # _____ @ \$95 ea. _____
_____	Dinner Only # _____ @ \$25 ea. _____
_____	Sponsorship _____ @ _____
_____	<b>Total Enclosed</b> _____

<b>Credit Card Payments:</b>	
Name on Card _____	Company _____
Billing Address _____	City _____ ST _____ Zip _____
___MC ___VISA	Credit Card # _____
Exp. Date _____	CVV code _____ Total \$ _____ Signature _____

**Please return with payment to:** NARI of Central Ohio  
285 North State Street, Ste 102, Westerville, OH 43081  
(614) 895-3080 Fax 895-3085

## Golf Outing Sponsors To Date.....



**Dinner Sponsor: Modlich Stoneworks**

**Hole Sponsors: Hamilton Parker Company  
Marble and Granite Works  
Rosati Windows**

**Thank you for your early commitments.**

## CotY Awards Deadline

The local Contractor of the Year (CotY) Awards deadline is Monday, November 2, 2009.

*Why enter the CotY Awards?*

Winning a local, regional or national CotY Award gives you the opportunity to reach out to the media.

Reminds your past and current clients how good you are. Provides credible support with prospective clients.

Gives your company a sense of pride in what they helped to accomplish.

Attend the July 8<sup>th</sup> Roundtable, *How to Prepare a CotY Entry* and get tips from past winners and a CotY judge, select your project and get your entry in!

## Where Do Consumers See Us?



- NARI Website
- Housetrends Magazine
- PaperGold
- Radio
- Home & Garden Show
- Best of Fall Home Show
- Home Improvement Show-case
- And so much more...

## Helpful Business Links

IRS Small Business Section  
[www.irs.gov/businesses/small/index.html](http://www.irs.gov/businesses/small/index.html)

Small Business Administration  
[www.sba.gov](http://www.sba.gov)

We would like to expand this list. Do you have a favorite link you would like to share with other members? Send an email to [naristaff@sbcglobal.net](mailto:naristaff@sbcglobal.net).

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[ferguson.com/remodeler](http://ferguson.com/remodeler)



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## The Business Corner

### Having a Tough Time Collecting Cash?

**Q.** In these difficult economic times, I am having a tough time collecting cash from my customers. What can I do?

**A.** Proactive efforts to collect accounts receivable will positively impact your cash flow. Phone call reminders really do work; train customers to view you as a supplier who expects timely payment.

Don't wait until invoices are over 90 days old to begin collection efforts. Make phone calls, send emails or fax invoices as soon as 5 days past the due date; surface and resolve issues needing attention; obtain a firm payment date and follow-up to assure promises are kept. Call on larger invoices within two weeks of mailing to verify the customer has the invoice and a payment date is set.

Prepare a weekly management report to track trends such as average collection days, aging by category and status notes on large overdue accounts. Watch customers whose payment practices slip and do not be afraid to place overdue accounts on hold. If a customer is perpetually late, payment terms can be changed to reward an early payment and penalize a late payment.

Article courtesy of NARI Member  
Focus Business Solutions –The CFO Company™  
4200 Regent St., Suite 200, Columbus OH 43219  
Derek Benseler 614-944-5761

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## Marketing 101

Marketing is essential no matter what size your business. It's all about using your dollars strategically. Some of the things to think about when deciding where to put your dollars is who is your target consumer, where do they live, what lifestyle choices do they make? In essence, who is your target client?

Once you have established who the target is, it is now time to start looking at the different media outlets to get your message across. Is it TV? Is it radio? And if either of these, what stations match up to your clientele? Is it print? And if so, what publications make the most sense.

These are the basic questions to ask yourself and to research before you start marketing your business. Otherwise, you are just taking chances and hoping you are getting your message to the right audience.

So words of advice...if someone approaches you with a low cost solution that really isn't a solution for you... don't do it! I cannot tell you how many times I see an ad on TV or in a coupon pack that just doesn't make sense. You don't want to waste your precious marketing dollars even if the amount is small. Be a wise consumer of the media industry. It may take some time and research but it will reap rewards in the end.

For more information on marketing visit [BeaMarketingBeast.com](http://BeaMarketingBeast.com) or call Sheila Hunt at 614-340-4226.

Article courtesy of NARI Member  
The Dispatch Printing Company  
Sheila Hunt, Marketing Consultant  
614-340-4226.

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## Promoting Optimum Outcomes for Workers' Compensation Injuries

CareWorks is helping injured workers throughout Ohio recover from workplace injuries and return to work as quickly and safely as possible. Effective medical management helps our employer customers develop strategic return to work programs that reduces lost time. CareWorks' efficient strategies promote the healthy and timely recovery of injured workers and help control workers' compensation costs for over 160,000 CareWorks customers.

Through some basic workers' compensation best practices, discussed below, you can achieve a level of control that may result in reducing the severity of claims that occur in the workplace.

### Early Reporting and Transitional Work

Early reporting of a claim is important in controlling costs. The longer it takes to report a claim, the more costly the claim becomes. That's why CareWorks educates its clients on the importance of reporting claims through our online First Report of Injury (FROI) system. If done at the time of an injury, the notice is automatically sent to the assigned case manager, initiating our triage process. The case manager evaluates the medical information, determines injury severity and begins facilitating an appropriate treatment and return to work plan. The FROI and corresponding medical information is imaged into our system, eliminating any delays associated with the routing of paperwork. This is a key first step in managing new claims and promoting optimum outcomes.

The second step is to develop a plan to bring the injured worker back to work through transitional duties. Transitional duties enable the injured employee to perform valuable work during their recovery as opposed to staying home from work. The transition initiates a number of physical and mental advantages for both the employee and the employer. Work is rehabilitative. If the worker can perform these transitional duties, they are more likely to attain a full return to work.

Transitional work has several benefits. First, the employee remains active and productive, which helps prevent loss of physical fitness and muscle tone due to inactivity. Second, the employee can earn full or partial wages during transition, which brings income closer to pre-injury wages thus can alleviate concerns about continued employment. Third, getting the employee back to their day-to-day routine reduces disruption to their life, and provides the employee contact and support from co-workers and friends. Lastly, the retention of this experienced staff member in the workforce helps the employer eliminate unnecessary expenses associated with hiring and training new or temporary employees.

These advantages are in defense of the widely-accepted theory that the longer an injured worker is off work, the harder it is for them to return safely.

### Should I let the injured employee stay home to recover?

Today, the strategy of having an employee work only when fully recovered can be considered 'old school thinking'. Recent national studies report that work is generally good for health and well-being and worklessness is generally bad.

While employers often focus primarily on physical recovery, the time an injured employee spends away from their career and peers can be just as traumatic as the injury itself.

Often times an injured employee may be limited in what tasks they can perform when they first return based on work restrictions prescribed by their healthcare provider. However, today's occupational health providers are more receptive to work with employers and focus on an injured employee's abilities as opposed to their disabilities. These providers share the same goal of returning an injured employee to productivity as soon as medically possible because of the positive impact work can have on achieving a healthy long-term recovery.

### I don't have the time or the budget to develop an early return to work program.

The truth is many employers do not have time or budgetary resources to afford even one lost time claim. Transitional and alternative duty programs are designed to give employers the tools they need to eliminate the occurrence of costly lost time claims.

Creating optimum outcomes of occupational claims does not occur through happenstance. Implementing early reporting procedures and a transitional duty process will result in your injured employees returning to a healthy and productive lifestyle as quickly as possible. The outcome of such steps include improved employee morale, a healthier workforce and a financially stronger organization.

Article courtesy of CareWorks,  
Ron Lucki, Director of Business Development  
888-627-7586, ext. 3510

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## Member Spotlight

### TI Property Improvements

5868 Mall View Crt.  
Columbus, OH 43231  
Represented by Tim Irwin

TI Property Improvements was founded in March of 2006 by Tim Irwin. The company is a general contractor offering full service project management to their clients, using a team approach to management to meet the clients expectations. Each team/project leader brings a minimum of 10 years of industry experience to the job. The company specializes in kitchen, bath and basement remodeling.

Tim believes "It is all about the customer experience." This philosophy includes the belief that they are there to listen to the customer's wants & dreams and strive to provide them with a world class "experience" from beginning to end.

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Would you like to have your company "spotlighted"? We would love to hear about your company, its history, awards, achievements, etc.

Let everyone else get to know you through *The Remodelers Connection* by submitting a couple of paragraphs about what you do and what makes your business unique.

Submit information to NARI of Central Ohio by e-mailing [naristaff@sbcglobal.net](mailto:naristaff@sbcglobal.net) or calling (614) 895-3080

## 2009 Upcoming Events

July 8 <sup>th</sup>	Roundtable: How to Prepare a CotY Entry
July 16 <sup>th</sup>	Clippers Game @ Huntington Park
August 7 <sup>th</sup>	Golf Outing, Kyber Run Golf Course, Johnstown
August 12 <sup>th</sup>	Roundtable: Lead Education
September 9 <sup>th</sup>	Roundtable: Joint Meeting with ASID, How a Designer Can Benefit You
September 17 <sup>th</sup>	General Meeting with Professional Remodeler Magazine
October 7 <sup>th</sup>	NARI of Central Ohio Open House—Member Benefits Full Utilization
October 15 <sup>th</sup>	General Meeting: Sims-Lohman/Moellering Industries, Joint meeting with NKBA
November 11 <sup>th</sup>	Roundtable: Succession Planning
November 19 <sup>th</sup>	General Meeting: Ferguson Enterprises, Elections, Joint Meeting with IDS
December 4 <sup>th</sup>	Holiday Award Banquet, Westin Great Southern Hotel

## Get Involved!

Networking is a business opportunity waiting to happen! How many times have you met someone through another person and said I don't need their service only to find later that they do have something to offer you and you can't remember where you met them or who introduced you. Or, you met someone who later contacted you with advice or needed your services.

Being involved in NARI keeps you connected to a multitude of people who have services, products and best of all experience to help you in your business. Don't miss out on these opportunities. Attend events, participate in Educational Roundtables, serve on a committee or serve on the Board of Directors. These are only a few ways to stay involved. For more information on how to be involved contact the NARI Office at 614-895-3080.

**RSVP OHIO**

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**614-336-7787**  
**www.rsvpohio.com**

### Promote Your Company at [www.trustnari.org](http://www.trustnari.org)

Looking for a new place to reach consumers and NARI members? Why not advertise at [www.trustnari.org](http://www.trustnari.org)?

Ads may be placed on either the Consumer side or the Member/Industry side of the site. The block ads display on the right side of the pages.

Ads run quarterly for \$100 per quarter.

Need your ad created? We will do the work for you at \$50 per advertisement.

All ads are reviewed by NARI and are subject to approval before placement on the site.

Submit an ad to [info@nairofcentralohio.org](mailto:info@nairofcentralohio.org) or contact NARI at 614-895-3080.

### NARI — Partnerships

- The Right People*
- The Right Place*
- The Right Time*



#### Insurance Reconstruction

- 24 hour emergency service
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[www.nevermanconstruction.com](http://www.nevermanconstruction.com)

## TALES FROM THE ROAD



By: Mark Elliott, NARI Member  
FDIS Central Ohio



As an agent with First Data I travel quite extensively around our state meeting with business owners to help them increase their bottom line and sales. Today, for example, I traveled from my home in London to Lancaster, then to Dublin, then to Greenwich (about 20 miles north of Mansfield).

Quite frequently, which used to surprise me, the business owner would dig an unopened envelope, from their credit card processor, out of a large pile on their desk. Or they will have it in a file and say to me, "I never look at these things here you go," or say "I don't bother reading these because I don't understand it, maybe you can." Does this sound all too familiar to you? If it does, then you are not alone and you are in the majority of business owners. Let's face it...sometimes reading your merchant statement is just plain confusing and you feel like you need to take an advanced calculus course so you can just read the darn thing. By the end of the meetings these business owners are pleasantly surprised to find those extra dollars for their business and gladly thank me.

Most businesses are trying to find ways to lower their operating costs now. Just like those business owners, I can help you understand and teach you how to manage your cost where possible and can help lower those fees. As a member of NARI you have a wonderful resource as a part of your member benefits that NARI offers you. NARI members have pre-negotiated, preferred pricing as a part of their member benefits package with FDIS Central Ohio which can help your business save money. What can your business do with extra money? Give me a call today at 614.206.8332 or 888.402.4440 to use your important NARI member benefit, you'll be glad you did.



**... CAN HELP YOU DESIGN YOUR DREAM BATH!**

Cincinnati  
96 Caldwell Dr.  
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Columbus  
400 Greenlawn Ave.  
614-445-1000

Delaware  
54 E. Harrison St.  
740-363-1151

Chillicothe  
150 E. Main St.  
740-773-2188



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**M-F 8-5, S 8-12**

# Member Benefits!

- *NARI ACE Awards*
- *Group Health Insurance Program*
- *Personal Auto and Home Insurance Discounted Plans*
- *Group Rated Workers Compensation*
- *Contractors Business Liability Insurance Program*
- *Discounted Payroll Program with Paychex*
- *Sample Safety Program for contractors*
- *Credit Card Processing Program*
- *Industry Library*
- *Membership Directory*
- *NARI at the Home & Garden Show*
- *NARI Home Improvement Showcase*
- *Monthly local & national newsletters*
- *Use of Trademarked Logo*
- *Educational Seminars*
- *Dinner meetings, networking and education*
- *Supplier Trade Shows*
- *Contractor of the Year (CotY) Awards Program*
- *Special Events; golf, shooting competition & holiday events*
- *Legislative watchdog*
- *Local & national websites*
- *Mentor Program*
- *Community Service involvement*
- *Free Industry magazine subscriptions*
- *SuperFleet Fueling Program*



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