

Builders' *Byline*



SEPTEMBER 2010

VOLUME 17, ISSUE 1

SEPTEMBER MEMBERSHIP MEETING

Wednesday, September 8, 2010

Merrimack County Savings Bank

89 N. Main St., Concord

5:30 pm

FREE TO ALL MEMBERS

2009-2010 OFFICERS & BOARD OF DIRECTORS

- Geoff Martin
- Cheryl Tufts
- Ethan Forns
- Pete Johnson
- Julie Cosgrove
- Phil Roberts
- Claudia Walker
- Dave Collins
- Dwayne Biehl
- Craige Leppard

SEPTEMBER HAPPENINGS

Back to school time for everyone, back from vacation, back from wearing flip flops to work on Friday :(September brings lots of great things too: crisp mornings and warm days, leaves changing color...and one of our most favorite meetings of the year: **MERRIMACK COUNTY SAVINGS BANK** will host the September meeting on **WEDNESDAY, SEPTEMBER 8th** at their 89 N. Main Street location. We hope you can join us.



Did you miss the fun last year?



**NEXT MEETING: WEDNESDAY, SEPTEMBER 8—MERRIMACK COUNTY SAVINGS BANK
89 N. MAIN ST., CONCORD, NH**

THANK YOU TO OUR RENEWING MEMBERS:



Michie Corporation
Whitcher Builders
Watts Construction
3W design, inc.
Hinckley, Allen & Snyder



Central NH Concrete
The Granite Group
Sharpe Builders
Cedar Mill Group



BUILDING CONVERSATION: SMART TRENDS, VITAL TOPICS, WEBINAR SERIES

5 LIVE interactive webinar sessions:

NAHB's experts will initiate dialogue and answer questions on topics critical to the success of today's building industry professionals. Get pertinent information in real time and gain usable strategies for moving forward and excelling in your career. Continue the conversations with your fellow "e-conversationalists" afterwards through electronic channels and face-to-face interactions. Impress your peers—and your clients—with the knowledge you've gained from these easy to access learning opportunities.

- Using Social Media to Sell Homes
- Using Home Technology to Boost Profits
- Cost of Doing Business
- Syndicate Financing
- Green Building Codes & Standards

Visit: www.tinyurl.com/5webinars For more details or

**Guest Speaker
Jerry Rouleau**

When: September 30th, 2010
Where: Holiday Inn, Concord, N.H.
Time: 8:30 sign in, 9:00 start time
Lunch will be served to all participants

[S25 fee for special invited guests for networking event]
Lunch includes round table discussion with wrap to follow

Main topics of discussion:

1. Using new technology to increase sales
2. Online marketing, the new way to success
3. E-mail marketing/ Social networking/ Video testimonials



Round table discussions include:

1. How to attract enough buyers to meet your goals.
2. Selling value not price
3. How to network to grow your business.
4. Questions to ask to qualify your customers
5. How to match clients to a perfect plan.
6. How to overcome objections and close the sale
7. How to make home shows, seminars and events work for you

**Absolute
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**Infantine
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David S. Collins, CIC
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WELCOME NEW MEMBER

We are pleased to welcome the following new member to the Concord Area Home Builders & Remodelers Association. We look forward to seeing you at the next meeting.

Jeff Howe

Jeff Howe & Co.

372 3rd Range Rd. Pembroke NH 03275

603.860.4696

Jhowe59532@comcast.net

2011 IBS REGISTRATION

Time is running out to take advantage of the great deals that NAHB is offering to those who register to attend the [2011 International Builders' Show](http://www.BuildersShow.com/August) by the end of August. Act now to get your FREE 4-day exhibits-only pass and FREE spouse registration. Our August promotions can't be beat, and they're a great reason to sign up early for the largest and most important annual trade show for housing professionals. The show will take place Jan. 12-15 in sunny Orlando, Fla., and as always, it will be a fantastic networking event with amazing educational opportunities and the most cutting-edge products and services for our industry on display. Visit www.BuildersShow.com/August for more information.



The Home Builders and Remodelers Association of New Hampshire (HBRANH) established the CNHB program (CNHB) as a part of its long standing construction industry education program. All CNHB participants agree to follow a strict ethical standard in business relationships with consumers and agree to participate in ongoing continuing

education in various builder related subjects, including customer service, business management, construction contracts, building codes and building technology. Through participation in the program, builders, remodelers, and subcontractors seek nationally recognized professional designations including Graduate Master Builder (GMB), Certified Graduate Builder (CGB) and Certified Graduate Remodeler (CGR). These professional designations are products of the National Association of Home Builders (NAHB) and offer excellent opportunities for professionals to improve their skills, advance their career, and be recognized for commitment to professional growth.

The CNHB program is administered by the HBRANH through its Construction Institute of New Hampshire with courses being offered throughout the year here in New Hampshire. Courses are also offered by other home builder associations throughout the country as well as at the annual International Builders' Show. All CNHB members must sign an agreement stating that they will adhere to the CNHB Code of Conduct and Ethics and all of the policies of the Program. Violation of the Code of Conduct and Ethics will be grounds for dismissal from the Program.



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Cell: (603) 731-2316






August 16, 2010

The Granite Group Wholesalers and The Ultimate Bath Showrooms cordially invite you to our Wednesday, September 1, 2010 Trade Show.

Our show is centrally located at the Radisson Manchester Hotel in downtown Manchester NH and will run from 3pm – 8pm. We will offer over 60 tables full of new and interesting interactive products. This show will offer you a great opportunity to talk directly with the manufacturers as well as update all your catalogs and literature.

While you are at the show make sure you spend time at The Ultimate Bath Showroom booth. Many of our unique kitchen and bath products will be on display.

There is no show fee but we do ask for you to pre-register please. We will have Dinner, beverages and possibly win a door prize for you!

Please pre-register on line at www.thegranitegroup.com or at your local Granite Group branch.



Home Builders & Remodelers Association of New Hampshire's

Annual GRILLS GONE WILD COOK-OFF

Sunday, September 12th
Bear Brook State Park
Allenstown, NH



Team In-Laws
Construction
2009 Winner



Team Morin of
Tarkka Homes
2008 Winner

**Who will become the 2010 Cook of the Year?
Will it be you? Get your recipes out and start thinking about what
categories you will enter...chicken, beef, seafood, chowder, chili,
dessert...or anything else you can think of!**

Cook \$100...Family \$25...Single \$10

SPONSORSHIPS ALSO AVAILABLE!

PRESENTER \$300 ___ APRON \$200 ___ GRILL \$150 ___ BBQ SAUCE \$100 ___ BBQ BRUSH \$50 ___

NAME _____ COMPANY _____
PAYMENT: CHECK ___ MC ___ VISA ___ DISCOVER ___ AMEX ___
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