

BRAG MEMBERSHIP DRIVE

2020 VISION FOR THE FUTURE

GOAL: 50 NEW MEMBERS

HOW IT WORKS

- We aim to have 10 teams of 4 members each. Captains should pick team members by Wed., 10/30.
- There will be a **Membership Drive Meeting on Wednesday, November 6, 12 Noon - 1pm at BRAG. We will review how the drive works, go over membership benefits, and applications and digital resources will be provided. All participants welcome. Lunch will be served. Please RSVP to Pete.**
- Teams can pick their final call-a-thon time slots as soon as their team is full. For any teams not filled by 11/6 call-a-thon dates and timeslots will be assigned at the meeting.
- Recruit new members, get cash rewards, attend your final call-a-thon to try to secure the Team Prize
- Contact colleagues and explain how they should join and can benefit from membership
- Try to get a “yes”! Try to initiate the application and payment, and ask Pete at BRAG for help. (Credit card info given by phone, online, on application. Checks made out to BRAG Ann Arbor)
- Pete will share lists of “top prospects” and help secure payment and applications.
- ONLY official members of a team will earn cash prizes for recruiting members by 5pm on 12/10/19.

INDIVIDUAL PRIZE \$100 REWARDED TO YOU FOR EACH MEMBER YOU RECRUIT!

\$100 is awarded for recruiting a Builder Member or Associate Member. \$25 is awarded for an Affiliate.

TEAM PRIZE \$1,000 REWARDED TO THE TOP TEAM OF RECRUITERS!

To win the team prize, your team must have recruited 10 total members. A team member must have recruited at least 1 member to receive their prize. In case of a tie, cash will be divided evenly.

THE FINAL “CALL-A-THON”

Contact potential members well in advance of the call-a-thon. That way they can discuss it, get payment issued, and send a completed 1-page application in to us by 5pm on Tuesday 12/10.

We NEED their applications and payment in by this date! The sooner they join, the better!

Teams will have a 1.5 hour timeslot to make any final calls and collections. Come with prepared info on your potential members to be able to contact as many as possible. The call-a-thon is your last chance to “close” the deal and be awarded a membership drive prizes.

The Final CALL-A-THONS - BRAG Conference Room, 179 Little Lake Drive

MONDAY, DECEMBER 9th

9:00 a.m. - 10:30 a.m.

10:30 a.m. - 12 noon

12:00 a.m. - 1:30 p.m.

1:30 p.m. - 3:00 p.m.

3:30 p.m. - 5:00 p.m.

TUESDAY, DECEMBER 10th, 2019

9:00 a.m. - 10:30 a.m.

10:30 a.m. - 12 noon

12:00 a.m. - 1:30 p.m.

1:30 p.m. - 3:00 p.m.

3:30 p.m. - 5:00 p.m.

Questions? Contact BRAG Ann Arbor

Pete Nowakowski, Marketing & Communications Director | pnowakowski@BRAGAnnArbor.com

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BENEFITS OF BRAG MEMBERSHIP

CALL AND RECRUIT NEW BRAG ANN ARBOR MEMBERS!

THE DEADLINE FOR RECRUITERS TO GET CASH PRIZES IS 5PM, TUE., DEC. 10, 2019 (See reverse)

Tell prospective members why you are a member, and about the following benefits. Membership is \$360/year (or \$30/month for one year). We have two classifications, licensed Builder Members, Associate Members. We also offer an Affiliate of a member company to join at \$145 to be listed on the website and be able to attend events at no additional charge with pre-registration. E-mail the potential member a membership packet! Send Pete their name and info. www.BRAGAnnArbor.net/join-brag

Be a Leader and Improve Your Business

We now have around 380 members, and invite you to share knowledge, experience and success.

Network at Informative & Social Events with Free Meals

About 40 opportunities/year, including the following:

- Pillar Awards Dinner - Wed., Nov. 13th, 5:30pm - 7:30pm, Polo Fields Ann Arbor (approx. 90 attend)
- Year Ender - Wed., Dec. 11th, 5:30pm - 7:30pm at BRAG Ann Arbor (approx. 70 attend)
- Economic Forecast Luncheon - Wed., Jan. 8th, 11:30am - 1:30pm at Weber's with internationally acclaimed Speaker Elliot Eisenberg, (approx. 80 attend)

Keep Up on Required Professional Education at BRAG: (Members pay a lower rate for most classes)

- REQUIRED EPA Lead Paint Renovator Certification: November 1, 2019, April 29, 2020
- REQUIRED Builders License Con-Ed: 10/24/19, 1/10/20, 2/17/20, 3/6/20, 4/17/20, 5/4/20, 5/18/20
- Full 60 Hour Builders Licensure Training: April 20, 21, 27, 28, 29 from 8 to 5

Get Involved with Local Municipalities

Our Ann Arbor Task Force and Land Development Council works alongside local officials and groups to improve the inspection process, permitting & address other issues or problems local builders have.

Be Listed in our Homeowner's Guide Publication

Members get a free listing in this high quality 72 page magazine. In February, 15,000 copies are distributed in The Ann Arbor News, About 2,000 more go to everyone entering the Home, Garden & Lifestyle Show in March, and copies are available in showrooms during the year.

Get Referrals

Get listed on our website www.BRAGAnnArbor.com, and get referred to members and the public

Save Money with Discounts

- Insurance Discounts: Eligible for Secura, Auto Owners Insurance, Hastings Mutual and CAMComp Discounts on Liability, Automobile and Work Comp., Aggregate premium and receive a return for good history, 24 Hour Worker's Compensation Nurse Hotline, Risk Transfer & Handbook Review, CAMComp
- NPP Verizon Discount: Contractors can save 22% off monthly access fees for Verizon voice & data
- LaFontaine Automotive: Supplier pricing, 1 yr free service w/ purchase (oil changes & rotations) & more

Access Workforce Development & Employment Support & Resources

Our Foundation supports local student builders programs and may connect you with quality employees.

Learn More & Apply Now at www.BRAGAnnArbor.com

Click on "Join" at the top. There are videos, events calendar, membership roster and more.

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