

President's Message

As President of NARI, I preside over our chapter board meetings. At our January board meeting Dan Mackey made a statement that got me thinking. He said, "Great athletes spend a great deal of time visualizing crossing the finish line or winning a victory or executing the perfect performance." I was struck by that statement, though it is a familiar idea to me. I asked myself how many times, when I am out on a sales call, talking to an employee, or visiting with a current client, am I visualizing success. Moreover, do I project the image of success to whomever I happen to be speaking? I think this is a great challenge to us all.

At the last dinner meeting I mentioned in my opening thoughts that we needed to give back to our industry, to cultivate it like a garden, and our association is the tool to do that. **We as an industry need to visualize success.** We need to charge enough to do a good job the first time. We need to keep our promises to our customers. We need to educate and inform our employees and staff to be the best they can be. We need to keep up with new products and methods in this ever changing industry. I believe one of the best ways to

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February Dinner Meeting



"Managing Customers' Expectations"

A Panel Discussion

Do you say what you mean and mean what you say? Join us for insights on improving the interaction and communication between contractors, design professionals and clients.

Date: **Wednesday, February 16, 2005**

Place: **ProSource Wholesale Floor Coverings**

1701 Junction Ct. #100

San Jose, CA (408) 987-0500

(Directions: located off Brokaw between Hwy. 880 & 101. From Brokaw, take Junction Ave. south and go to the end)

Time: **6:30—9:00 PM**

Cost: NARI Members (incl. spouses/employees)—Reserved \$ 35
Non-Members* & All Walk-ins \$ 45

**First-time prospective members are invited to come "check out" NARI for free, but must call ahead to reserve. (limited to one person per company; additional people pay \$45). All walk-ins must pay \$45 at the door, and dinner cannot be guaranteed.*

Please RSVP by Doing Both Steps Below:

1. MAKE YOUR RESERVATION by Feb 11, 2005.

(408) 559-4996 or narisj@pacbell.net. Vegetarian meals must be ordered in advance—we cannot accommodate last minute requests.

2. MAIL YOUR CHECK by Feb. 11th, payable to:

NARI of San Jose, P.O. Box 110400, Campbell, CA 95011

Questions?? Call the NARI Office at (408) 559-4996.

CANCELLATION & PAYMENT POLICIES: If you are unable to attend and have already paid, you may have your payment credited to a future meeting **ONLY if you cancel by 5:00 p.m. the day prior to the meeting.** Credits good for 6 months only. Unpaid reservations who don't attend and don't cancel by the day prior will be billed (may incur \$5 billing fee). Attendees who do not pay by the night of the meeting may incur additional \$5 billing fee. Sorry, no refunds.

Invite a Fellow Remodeling Professional!

NARI of San Jose

"Serving the Greater South Bay Area, including Santa Clara, Santa Cruz, So. San Mateo, & So. Alameda Counties."

San Jose NARI Office

Phone/Fax (408) 559-4996

P.O. Box 110400, Campbell, CA 95011

E-mail: narisj@pacbell.net

Website: www.narisj.org

2005 Board Members

President

Chris Donatelli, CR, CKBR, CGBP
Donatelli Castillo Bldrs. (408) 287-4886

Treasurer

Lynn Comeskey
Donatelli Castillo Bldrs. (408) 287-4886

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Spectrum Fine Homes (650) 960-2449

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GR8Work Builders (650)369-9675

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Michael Mills Const. (831) 688-8997

Chairman of the Board

Dan Mackey, CR, CKBR, CGBP
Mackey Const. (408) 274-6799

Chapter Administrator

Patty Musser
MPC Services (408) 559-4996

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TO ADVERTISE in this newsletter, please call the NARI office at (408) 559-4996 for rates and information.

Newsletter Input Welcome! Submit info. by the **25th of the month** prior via email or fax. (see above)

Member News & Notes

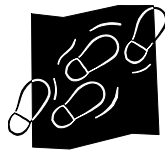
RENEWING MEMBERS

Thank You to the following members who have recently renewed their membership for another year:

Name	Join Date
San Jose Magazine	2003
Pete Moffat Construction	1998
Bower Loops Builders	1993
Harrell Remodeling	1991
Bruce Bauer Lumber	2004
Hanson Construction Corp.	1999
Fernandez Designs/Bldrs.	1990

Attention Members...

Want to Get More Out of NARI?



Take the Next Step!

The next step after joining NARI is to **get involved.** There

are many levels of involvement, from helping out at the homeshow for a few hours to serving on a committee to being a Board member.

The benefits to you are:

- you get to know and network with fellow NARI members,
- you share your ideas and talents,
- you may have a "say" in decision-making or you can work "behind-the-scenes",
- you grow and succeed by being part of a worthwhile organization

Volunteer on a Committee!

- Membership/Admissions
- Community Service Projects
- Suppliers & Subcontractors Programs
- Public Relations
- Awards
- Education
- Home Shows

For more information on how you can get involved, call the NARI office at **(408) 559-4996.**

President's Message (continued)

do that is to be a member of our chapter, attend the meetings, participate at some level in the chapter activities. Our dinner meetings are a great way to network and learn from others in the industry. In addition we are offering four certification classes a year to help raise the bar for all of us.

I look forward to visualizing success with members of this chapter in the upcoming year, whether it be through one of our great education series, at a dinner meeting or quite possibly at the next META Awards dinner as you go up for that first place award.

Chris Donatelli, CR, CKBR, CGBP
2005 Chapter President

New Director of Business Development Hired

As of January 1, 2005, our chapter has contracted with **Moe Lastfogel** ("ProMoetions") as a part-time Director of New Business Development. Moe will be working hard to increase our membership and to promote NARI of San Jose in a big way!

Members Invited to Monthly Board Meetings

All NARI members are invited and encouraged to attend any of the Board meetings throughout the year. They are usually held from 4 to 6 PM the day of the monthly dinner meeting. Call (408) 559-4996 for location each month or to be added to e-mail notification list.

New Directories Are Here!

The 2005 NARI Member Directories are here. You can pick your copies up at the Feb. 16th dinner meeting. This new directory features both the San Jose and San Francisco NARI chapters.

Professional Growth & Education

2005 Chrysalis Awards For Remodeling Excellence *Entry Deadline is March 18*

The Chrysalis Award entry categories include almost every type of remodeling project in every price range. Winning projects are posted on the Chrysalis website and listed in *Qualified Remodeler* magazine, one of the contest sponsors. The awards will be presented in Atlanta on June 9, 2005. For more information, visit www.chrysalisawards.com or call 1-800-854-7736.

Remodelers University

Remodelers University is dedicated to helping remodeling contractors improve their businesses and boost their profits through business coaching, consulting, networking opportunities, books, CD's and software. In addition, they offer seven educational seminars, including financial management, marketing, estimating, design, production, human resources and leadership.

After completing a free online business evaluation, remodelers can choose the seminars they need. Seminars consist of two to four classes delivered via live conference calls and simultaneous Web cast presentations. Classes are supplemented with detailed handouts and CD's of each session. For more information, visit www.RemodelersUniversity.com or contact David Lupberger at (301) 490-5620.

Certified Lead Carpenter Class Begins Soon

The CLC study group will begin in late February or early March, with Tim Murray, CR, leading the class. Applicants must have at least 2 years experience as lead carpenter, and 5 years continuous practice in the remodeling industry. Participants will meet once a week for two hours, for 3 or 4 months; then there is all-day exam. Initial cost for NARI members is \$235 plus shipping for the materials. Prior to the exam an additional \$100 is due, plus \$75 administrative fee to chapter. For more information, please contact Patty by Feb. 4th, (408)559-4996 or narisj@pacbell.net.

CKBR Class Update

The Certified Kitchen & Bath Remodeler (CKBR) class is nearly full, and will begin meeting in a few weeks. Thanks to University Electric for donating classroom space, and to Clay Nelson, CR, CKD, for leading the class.

Certified Remodeler Class Update

Another CR class will probably be starting up toward the end of August. Watch newsletter for details.

NARI Teleseminars

NARI National has arranged a great educational opportunity for you through the following teleseminars:

Feb. 15, 2005 "Growing Your Business Through Schmoozing"

March 15, 2005 "On Generating Referrals"

April 19, 2005 "Creating a Referral/Advocate Program"

Cost is \$75/ea. for individual sessions, or \$200/ea. for 3 sessions. Session time is 7-8:30 AM on the west coast. (PST).

For more information or to register, email: azoble@azobleassoc.com, or call (970) 282-1150, or visit www.azobleassoc.com.

CSLB News

(Contractors State License Board)

In August 2004, the State Legislature passed and Governor Schwarzenegger signed, SB30, a bill to reform home improvement contracts. The bill also created a new contract for service and repair jobs of \$750 or less. The bill's provisions take effect July 1, 2005.

SB30 requires various disclosures and notices to be included within the home improvement contract itself to inform homeowners of contract requirements. For example, SB30 will require the statement "The down payment may not exceed \$1,000 or 10% of the contract price, whichever is less" be included in the contract itself, thereby notifying the consumer of his/her rights at the time they most need to know them.

SB30 also created a new service and repair contract to be used for jobs of \$750 or less. For more information on CSLB news, visit www.cslb.ca.gov.





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“Serving the Greater South Bay Area”

*Join us Feb. 16
 at ProSource
 Wholesale Flooring!*

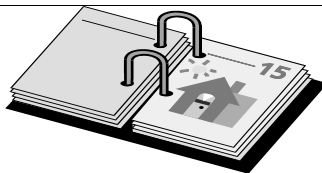
NATIONAL ASSOCIATION OF THE REMODELING INDUSTRY

New NARI Health Program

A NARI Health Benefits Program is now available to NARI members, providing benefits through preferred provider organizations (PPOs), health savings accounts (HSAs), family PPO plans, short term health plans, and health reimbursement arrangements. Coverage is provided by JLBG Health and Fortis Insurance, leading providers of health insurance benefit programs to major trade and professional associations throughout the U.S.

In addition to substantial premium savings, other benefits include: choice of doctors/hospitals from extensive PPO networks, initial 12 month rate guarantee, lifetime maximum benefit up to \$8 million, various co-pay levels, and more.

For details, visit www.narihealth.org, or call (888)547-5026.



CALENDAR OF EVENTS

February 2005

- 5 Regional NARI Meeting, Monterey, CA
- 16 Board Meeting
- 16 Dinner Meeting

March 2005

- 16 Board Meeting
- 16 Dinner Meeting
- 30-31 National NARI Board Meeting— Chicago

April 2005

- 1-2 National NARI Board Meeting & Evening of Excellence--Chicago
- 20 Board Meeting
- 20 Dinner Meeting

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