



MILWAUKEE/NARI LAUNCHES UPDATED WEB SITE

Association Changes to .ORG

We are pleased to announce the relaunch of the association Web site at www.milwaukeevari.org, as we have changed to a .org reflective of the association's non-profit status.

Redesigned in a manner to offer flexibility when being viewed on different size monitors, the Web site provides a listing of Milwaukee/NARI Home Improvement Council members alphabetically and by product/service category. In addition, it has a history on the association, photos of winning projects from the annual Wisconsin Remodeler of the Year Awards, the Milwaukee/NARI Code of Ethics, tips for consumers planning a remodeling project, a glossary of remodeling terms, a list of Certified Professionals, information on annual shows, and the ability to post a job opening or view a resume for a home improvement industry position.

Consumers can also request any of the association's free resources, including its membership directory, remodeling guide, and quarterly consumer newsletter, by e-mailing info@milwaukeevari.org or calling the Milwaukee/NARI office at 414-771-4071.

We appreciate the efforts of the staff at OrionWeb LLC and the association's marketing committee in updating the site.

presidents LETTER

You've seen the TV commercials where "sometimes, bad things happen to good people" with respect to accidents and personal medical issues. As remodeling contractors, we employ staff and/or hire subcontractors to work on projects that involve an elevated level of risk for personal injury. Does your company have the education and procedures in place to help avoid workplace accidents? Do you know what to do in the event an accident does occur at a jobsite?

As a roofing contractor, I know that our employees are at times working in conditions that require special safety considerations in order to keep them safe. While you cannot rely on the use of common sense or employee arrogance (i.e. "I don't need a harness to be on a 20' high scaffold.") to ensure employee safety, we conduct monthly safety meetings to educate our staff on using the appropriate safety techniques on the jobsite. We also assign a crewmember to be in charge of safety on each project to supervise the crew on using the appropriate safety measures. This individual is also responsible for examining the equipment prior to use to make sure it is in proper working order.

Does your company have a program in place for a medical emergency and medical non-emergency on the jobsite? Do you have a material safety data sheet or something similar to document a medical emergency? Are your fleet vehicles or does your subcontractors vehicles employ first aid kits? Do your employees provide you with a medical emergency contact and medications form to have available in the event of an emergency room visit? Are your employees trained in CPR and first aid administration? Do you have the appropriate measures in-place in the event an OSHA inspector visits one of your jobsites? These are some very important questions that each contractor should be able to answer.

Another quote from TV is the captain from the '80s show Hill Street Blues who always instructs his officers, "Let's be careful out there." before adjourning the morning briefing. I too want my crews to be careful when they leave our company to work on a jobsite. However, I know it's my responsibility to keep safety on the top of everyone's mind in order to prevent accidents involving employees.

Best regards,

Scott Cline
President

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Media Clippings & Web Site Results

The press clipping results for April 2008 were:

Advertising Value: \$35,963.32

Public Relations Value: \$107,889.96

Regarding the association Web site, results for May 2008 are as follows:

Number of visits: 10,722

Hits: 4,276,071

Keep the Closing Process in Mind

Remember the five steps of the closing process. You're sitting in your office with the prospect. You completed all the steps of the selling process, and you asked for the order. The prospect is reviewing your proposal and silence fills the room. What should you do? Should you just ask the prospect to sign the contract? Do you attempt to determine if you answered all the buyer's questions? Is their body language communicating interest or denial? Did you try several trial closes? Were you too direct? Did you close on the benefits that the buyer expressed the most interest?

Comprehending the close. Every salesperson should completely understand the closing process. It's simple with undercurrent of complexity. The close is the fifth step of the selling process.

Definition of closing. A close is any statement of agreement between the buyer and the seller. Closing is the practice of completing an activity or discussion. Closing is the accomplishment of concluding a sale.

Objective of the close. The objective of the close is to conclude a condition of the sale. A successful close can culminate in many forms such as:

- A purchase of your product.
- A promise for a future appointment.

- A check for a full or partial payment of your product.
- A commitment to follow up and provide information to complete the sale later.
- A commitment to offer testimonials or visit current satisfied customers.
- An agreement to involve other decision-makers in a future meeting.

Closing procedures. To perform the closing process you should:

- Develop a closing objective using indirect and trial closes to test the prospect's readiness to buy.
- Prepare with several back-up closes if the prospect rejects your initial closing attempts.
- Listen, identify, and model the close in response to the prospect's fears, desires, values, concerns, personal needs, professional requirements, and personality.
- Respond to the prospect's buying signals.
- Use a variety of closes with most of your focus on trial closes.
- Learn how to handle rejection well and respond to denials in a nonconfrontational and professional manner.
- Be positive, persistent, and committed to closing.

Source: Creative Selling, Vol. 36, Issue 2

Quick Steps to Better Sales

Here are some QUICK and easy steps to help you become better at sales.

Quiet, quiet, quiet. Know when to be quiet. Let your customers do most of the talking. They will tell you how to sell to them.

Understand you customer's needs. In order to sell to a customer, you have to know what he or she needs.

Initiate questioning. Ask your customer what it is he or she is looking for, how much they are willing to spend, and what special features or benefits he or she is looking for. Then, invite them to ask you questions.

Customize the product. After you have figured out exactly what it is that your customer wants, find a product that will best fulfill all of his or her needs and wants.

Know when to close. Once you've completed all of the steps above, you should be ready to close. Don't talk through the close and allow your customer time to change his or her mind. Once the deal is done, you will both feel better.

The next time you are making a presentation and get stuck, just remember these QUICK sales tips.

Source: Creative Selling, Volume 35 Issue 11

Winning Back Angry Customers

Good news! Your ability to handle conflict with customers can actually increase their loyalty to you. A large number of complaining customers will keep doing business with you if they feel you've fixed their problem. Here are six steps to help you reach that goal.

1. Deal with the prospect's emotions first. Listen and respond with empathy.
2. Ask questions to get specifics about the complaint.
3. Restate the issues and confirm you correctly understand the problem.
4. Offer a choice of alternatives to resolve the situation.
5. Let customers decide which alternatives to use.
6. Follow through on what you agree to do. If possible, do more than you promised.

Post this list by your desk. It may someday help you restore a customer's faith in your organization.

Source: Creative Selling, Vol. 35 Issue 12

membership COMMITTEE

Last week, I was afforded the opportunity to meet a contractor that has been a Milwaukee/NARI member for approximately two years. The contractor's area of work is concentrated in "Window and Door Replacement," along with other small home improvement projects.

When I inquired how his business was doing, he stated that he was booked with jobs through the month of August. The next question I directed toward him was "has Milwaukee/NARI been a factor in your business?" He replied, "Yes, absolutely. I had a booth in the February Home Improvement Show, which produced many leads that I have now signed up and am installing at this time. Plus, I have many more installs which are scheduled in the future."

It is good to get this type of feedback from members and hope that many more of our members can relate the same type of stories. I also recall seeing this contractor at several of our Membership Meetings and noted that he is taking advantage of the benefit of Milwaukee/NARI's logo on his business card. Does it pay to get involved? This contractor is making his investment in Milwaukee/NARI pay off.

The Board of Directors met June 10, 2008 and reviewed and voted to approve the following membership applications. They are as follows:

Advance Painting & Construction Builders, LLC – Drywall – Installation, Texturing, Patching
1964 W. Hampton Avenue – Milwaukee, WI 53209
Bobby Key, 414-372-1200

Advanced Frames, LLC d/b/a Advanced Finishing – Wood Refinishing, Metal Work/Custom Design, Painting Services – Interior/Exterior, Painting – Decorative
3131 W. Mill Road – Milwaukee, WI 53209
James Schmechel, 414-540-6300

Advantage Lien Protection, LLC
12065 W. Janesville Road, Suite 100 – Hales Corners, WI 53130
Glenn Steven, 414-529-5878

Aristocrat Builders & Remodeling, Inc. – Remodeling – General
815 Elizabeth Street – Oconomowoc, WI 53066
Curt Busse, 262-569-7665

Auchter Construction Incorporated – General Contractors
4321 W. River Willows Court – Mequon, WI 53092
Steve Auchter, 262-242-1300

Diversified Insurance Services – Insurance
W223 N608 Saratoga Drive – Waukesha, WI 53186-0401
Don Miller, 262-574-0440

Eldorado Stone – Stone Products & Services
9079 39th Avenue – Kenosha, WI 53142
Mike Jones, 708-341-4486

Furniture Medic – Fire & Water Restoration
W226 N887 Eastmound Drive – Waukesha, WI 53186
Tara Kramer, 262-436-2200

HomeTowne Windows and Doors – Windows & Doors – Replacement
10930 W. Rogers Street – West Allis, WI 53227
Jim Grober, 414-329-1200

Larson's Midwest Building Service, LLC – Roofing
10453 N. Granville Road – Mequon, WI 53097
David Larson, 262-242-2262

Millenium Windows & Sunrooms, LLC – Windows & Door Replacement, Sunrooms
1011 Belmont Drive – Waukesha, WI 53186
Richard Lass, 262-970-9904

Nelson Renovations, Inc. – Remodeling – General
9485 County Hwy XX – Kewaskum, WI 53040
Todd Nelson, 262-962-6828

Neville Construction – Remodeling – General
11703 Western Avenue – Cedarburg, WI 53012
Tom Neville, 414-324-8774

Pack n Go Mobile Storage – Storage – Portable
6030 N. 77th Street – Milwaukee, WI 53218
Mike Schueller, 414-616-6666

Pro-Therm Insulation, Inc. – Insulation
W146 S6450 Tess Corners Drive – Muskego, WI 53150
Todd Chiconas, 414-422-4801

Systems Engineering Company – Plumbing
3714 W. Burnham Street – Milwaukee, WI 53215
Kenneth Dragotta, 414-383-5542 x221

Temkin-Taylor Design – Interior Design
3340 W. Mulberry Drive – Mequon, WI 53092
Kim Temkin-Taylor, 262-853-6557

Valley Technologies, LLC – Website Development
302-A N. Main Street – Hartford, WI 53027
Ray Von Gunter, 262-673-1979

Wade Design & Construction, Inc. – Design/Build
3413 W. Burgundy Court – Mequon, WI 53092
Kristin Wade, 262-512-1799

Waterborne Design, LLC – Architects – Registered
10032 N. Sheridan Drive – Mequon, WI 53092
Mary Houle Richter, 262-643-4747

Thanks for joining. It is good to have you as a member of Milwaukee/NARI, the only association solely dedicated to the remodeling and home improvement industry! We hope to see you at many of the upcoming scheduled events!

The tally on the "NARI Day Recruiting Blitz" held on May 7, 2008, is at 21 new members. There are seven other companies that should be sending in their applications shortly. The membership Committee met on Monday, June 9, 2008 to plan the "Fall Recruiting Blitzes" to recruit new members. Keep this in mind; we will be in need of your prospects. Please send all new prospect information to our office as soon as possible.

Unfortunately, there are a few companies that have decided to discontinue their membership. They are as follows:

Art's Improvements, LLC
Anderson's Outdoor Wood Furnace Center
Brinkmann Pools, LLC
Caravella Paint Works
Country Flame
D'Vine Designs Decorative Painting
Legacy Custom Furniture & Cabinetry, Inc.
Nelson & Sons Painting and Decorating
Rapid River Rustic Homes
Stu's Flooring – Waukesha

Respectfully submitted,

Bill Bobrowitz
Membership Chairman

Got NARI?

Congratulations to Connor Remodeling & Design, Inc. for adding the new NARI logo to its business card. We'd like to see if other members have incorporated the new logo into their business cards, letterhead, brochures, etc.

Submit these materials to the Milwaukee/NARI Office, P.O. Box 26788, Wauwatosa, WI 53226 and you'll become eligible to be recognized in an upcoming issue of the NARI Newsletter.

If you'd like the updated sticker, window cling, logo sheet, or CD, call the office at 414-771-4071 and we'll be happy to send the materials to you.



Resume & Job Posting Available on Web Site

Milwaukee/NARI continues to offer members the chance to post a job opening on the association Web site that can be accessed by those looking for a job in the home improvement and remodeling industry.

This free service is listed under "Employment Opportunities" on www.milwaukeevari.org. Go to "NARI Member Access" and type in the password – Remodeling. Under "NARI Member Job Site Links," click on "Add a Job Posting" and complete the information on the form. The information will be on the site until a request is made to have it removed or for 90 days, whichever comes first. To have the information taken off the site, call the Milwaukee/NARI office at 414-771-4071.

In addition, individuals looking to start work in the industry can post their resume on the site for viewing by association members. All members are encouraged to visit this area to see if there may be a fit for their company.

This is a great opportunity to secure a new employee and there's no cost. We strongly encourage you to take advantage of this service to enhance your business.

plaster	drywall mud	ceiling tile	asphalt roofing	transite siding
window glazing	window caulk	sheet goods/linoleum	vermiculite	pipe insulation

What do all these materials have in common?

They can be **asbestos** containing!

The only way to know if a material contains asbestos is to have it analyzed at a laboratory
Even new building products today can contain asbestos.

Wondering what to do about asbestos?

1. Have building materials sampled and analyzed before beginning your projects – no matter what age building
2. Train your workers to have newly uncovered suspect materials sampled for asbestos
3. Train your workers how to remove asbestos safely. Certification courses are only 4-5 days – And it opens you to a whole new revenue generating market!! (if you are not sampling for asbestos already – you are probably already disturbing asbestos And not appropriately protected – so might as well do the work safely And generate revenue!!)

Looking to expand your business? Why subcontract out work you can do – after 4-5 days worth of training!

Contact Milwaukee Lead/Asbestos Information Center, Inc. to sign up for asbestos classes now!

Visit our website www.mlaic.com to view upcoming classes and to see a list of certified contractors and consultants.

Learn about Department of Natural Resources asbestos disposal requirements – even from residential homes!

Milwaukee Lead/Asbestos Information Center, Inc. 2223 S. Kinnickinnic Avenue Milwaukee, WI 53207 414-481-9070

Upcoming Milwaukee/NARI Events

Please mark the following events on your calendar:

Wednesday, July 16:

Milwaukee/NARI
Foundation Golf Outing at
Ironwood Golf Course in
Sussex

Tuesday, September 16:

Milwaukee/NARI
Monthly Membership
Meeting – 7:30 a.m.;
Location: TBA

Friday, September 26

- **Sunday, September 28:**
18th Annual Fall Home
& Remodeling Show at
the Wisconsin Exposition
Center at State Fair Park

For a complete list of activities and committee meetings, go to
www.milwaukeevari.org/calendar-events.php.

Tuesday, October 21:

Milwaukee/NARI
Monthly Membership
Meeting – 11:30 a.m.;
Location: TBA

Tuesday, November 18:

Milwaukee/NARI
Monthly Membership
Meeting and Election
Night – 6:00 p.m.; The
Wisconsin Club

Friday, December 12:

Milwaukee/NARI Holiday
Party – 6:00 p.m., Davians
in Menomonee Falls

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Question: How can I repair some spalling brick on a chimney and is there a way to cut out the brick head joints deep enough without cutting into the next course of brick?

Answer: Trying to apply any epoxy mortar mix to simulate the same color and texture is futile. The patch is only as strong as the surface it is adhering to and will usually micro fracture from the inside out taking the next layer of brick along with it. It's best to replace the brick with new brick.

There is a saw that makes plunge cuts into head joints by using an orbital cutting action with two reciprocating blades that does a good job of cutting out individual brickwork. This is a good option if there is a small number of brick to cut out. Replacement blades for this tool are expensive and should be included in the cost of the job. A general rule to follow is if 25% or more of the brick are damaged do not attempt to piece in new brick. The whole chimney or area should be replaced with new brickwork.



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"I want to thank The Starr Group for helping our company be more successful. You have earned the status of a significant trusted advisor.

Your expertise in the construction industry is rather noteworthy. It is clear any construction or contracting business should have an agent that is both a Certified Risk Manager and a Construction Risk Insurance Specialist as yourself - Thanks!"
Tod Colbert = Weather Tight Corporation



NEW Milwaukee/NARI Member Benefit

The Starr Group has completed a program designed especially for Milwaukee/NARI members.

What you can expect with your exclusive MILWAUKEE/NARI INSURANCE PROGRAM

- Errors & Omissions including Carpentry
- 5% additional discount for Milwaukee/NARI members insured with The Starr Group and Frankenmuth Insurance Company
- Earn Frequent Flyer Miles with continuous monthly automatic credit card payment option
- Automatic Limited Fungi or Bacteria Liability Coverage \$50,000
- Automatic Employment Practices Liability
- Automatic Pollution Coverage at Jobsite
- Expanded Trade Show & Booth Coverage
- Employee Theft Coverage from the Homeowner

Please note: The Starr Group will donate quarterly 1% of every program premium dollar to the Milwaukee/NARI Foundation

*This is not a policy, but merely a general description of available coverages.



JULY 2008

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1.	2.	1.	2.	3.	4.	5.
				8:15 a.m. Milwaukee/NARI Foundation Board Mtg.	Office Closed: Independence Day Holiday	
6.	7.	8.	9.	10.	11.	12.
		11:00 a.m. Executive Committee Mtg. Noon Board Mtg.				
13.	14.	15.	16.	17.	18.	19.
	8:30 a.m. Membership Committee Mtg.		Milwaukee/NARI Foundation Golf Outing			
20.	21.	22.	23.	24.	25.	26.
			8:00 a.m. Fall Home & Remodeling Shot Committee Mtg. 10:00 a.m. Home Improvement Show Committee Mtg.	8:00 a.m. Web Site Committee Mtg. 9:00 a.m. Marketing Committee Mtg.		
27.	28.	29.	30.	31.		
		Noon Ethics Committee Mtg.				

While the new home construction industry appears to be in a bit of a slump, the number of inquiries for significantly sized remodeling projects remains strong. People are making significant investments in their existing homes instead of purchasing land and building farther out. Along with the apparent increase in the remodeling focus is an expected and corresponding increase in the number of remodeling projects performed.

With the construction spotlight shifting from the new home market to the remodeling industry, an increased focus on choosing the right contractor for a project immediately becomes the single most important decision the remodeling customer can make. This is the reason that over the last year or so, I have seen an increased focus by the mainstream media (seminars, talk-shows, radio programs, newspaper and magazine articles, etc.) on “How to Select a Contractor.”

The depth and breadth of selling styles and approaches in our industry is as varied as any. Some sell based on quality of their product, some sell on timeliness of completion, and some sell on their design abilities. While each of these attributes is important in the selection process, they are truly subjective in nature and savvy customers are well aware of this. However, one attribute that is OBJECTIVE, and one that cannot be disputed or reputed, is a NARI Certified Professional designation.

The NARI Certified Professional has earned their designation through an intensive, 12 - 16 week course, followed by a six - eight hour exam. The privilege of even being accepted into the course is based on an extensive and thorough pre-screening process that involves a look into the individuals past, as well as their industry experience and personal history. Upon the successful completion of the Certification program and exam, a Certified Professional must continue their education in order to maintain their Certification designation. This further ensures that the Certified Professional maintains a continued industry knowledge and awareness for the benefit of those they serve. Make no mistake, the designation of Certified Professional is earned starting years before the application is filled out, and continues being earned every day of the Certified Professionals career.

Now, if you're a client in search of a remodeling contractor, and one contractor tells you that they do “really good work”, and the other tells you they are a NARI Certified Professional, which one are you going to choose?

The Milwaukee-NARI chapter is now accepting applications for the next Certification Course beginning in January 2009. For more information on the NARI Certification Program, please visit www.milwaukeevari.org and click on Education/Certification located just below the “Tip of the Day.”

I hope you consider joining the Certified Professionals fraternity.

Kevin Anundson, CR, CKBR, Certification/Education Committee

Five Questions with... Angela Petruska, CKBR



1. **When did you become a Certified Kitchen & Bath Remodeler?** I started in the remodeling/building industry in 1989 and became certified in 2005. I actually looked into certification in 2004 and was not sure that I would be able to put my knowledge and skills

together to pass the certification test. So for a year I went back and forth and decided to take the plunge right before my wedding (talk about stressing yourself out).

2. **What are the reasons why you chose to go through the NARI certification process?** I believe in what NARI is and does for the community by promoting ethical conduct, sound business practices, and professionalism. Becoming certified was just one more step to me personally and professionally.

3. **How has being a CKBR impacted your day-to-day business in home remodeling?** Early this year I switched jobs. I am now designing instead of just selling. Having my certification has given me more confidence and my customers see that confidence when they decide to work with me.

4. **What is a myth about NARI certification?** That any contractor can pass the certification process. Besides having at least five years continued experience, you must also be dedicated to studying prior to the exam and dedicated afterwards to learning new ideas, products, codes, etc. to continue to be certified.

5. **What advice would you have for someone considering becoming NARI certified?** Just go for it! Certification will set you apart from other contractors. Homeowners will feel more comfortable knowing that you are dedicated not only to remodeling, but that you are a dedicated professional.

member SPOTLIGHT: The Starr Group

The Starr Group, founded in 1956, has always placed a high value on education and expertise.

“In the late 1980s, the Starr Group was the first agency in our market to require all commercial agents and account managers to become Certified Insurance Counselors (CIC),” explains Paul M. Kraemer, CIC, CRM, Vice President of Commercial Sales. “When the new Certified Risk Manager (CRM) program came out in 2000, we added that as a requirement for our commercial agents as well. As a result, all of our agents are certified to analyze business exposures and design insurance and risk management programs to protect our clients’ operations. As CICs and CRMs, we employ many tools and resources to reduce a business’s total cost of risk.”

The Starr Group has been a member of Milwaukee/NARI for more than 15 years.

“We became involved with Milwaukee/NARI because there was a void of insurance agencies at the time and we felt we could bring value to the membership,” Kraemer said.

“We enjoy seeing a group of competitors unite for the good of the industry on a regular basis. Milwaukee/NARI members take their business hats off when they enter the board room and work together for the good of the association. The resulting growth and success of the Milwaukee Chapter is amazing.”

The Starr Group has been involved in supporting the Milwaukee/NARI Foundation and various efforts of Milwaukee/NARI. “Through the years, we have focused the resources of our agency on servicing contractors, helping them identify, analyze, and control risk at the lowest possible cost,” Kraemer said.

“Recently – due to that knowledge and history with the association – The Starr Group has developed an insurance program specifically designed for Milwaukee/NARI members. It provides broader coverage, reduced rates, and supports the Milwaukee/NARI

Foundation. Clearly a win, win, win situation,” he said.

The Starr Group also provides comprehensive protection and risk management resources to Milwaukee/NARI members. This allows them to remain focused on their core strengths, knowing their business is well protected.

To help their customers and members build success, The Starr Group advises them on risk management issues, including the appropriate transfer of risk in contracts, sound HR policies and procedures, exposure-specific loss prevention practices with on-staff HR and safety professionals, enrollment in their exclusive ModHammer program (an experience mod reduction program that is averaging a 20 percent reduction in experience mods for its clients), and participation in the Starr Group Insurance Program for Milwaukee/NARI members.

“Our customers come back year after year because we offer professional services along with insurance expertise that reduces their total cost of risk – and increases their likelihood for success,” Kraemer said.

The Starr Group also offers Lunch and Learns for member companies to educate their employees on the importance of proper auto and home insurance. “Given the recent storms in our area, this has never been more important,” Kraemer noted.

Among its business strategies, Kraemer cites certification and networking. “In addition to our educational excellence and training, we also do a significant amount of networking with other professionals,” he said. “A strong network supports our ability to be a ‘resource arranger’ for our clients.”

Kraemer’s advice to homeowners to make the remodeling process proceed smoothly: “Make sure that they have proper insurance and to work with a Milwaukee/NARI professional that carries The Starr Group Insurance Program for Milwaukee/NARI members.”

Get Ready for the 2008 WRAs!

The Milwaukee/NARI Wisconsin Remodeler of the Year Award subcommittee will present a FREE “WRA Submission Guidelines Seminar” on Tuesday, August 19. The seminar will be from 8:30 a.m. – 10:00 a.m. in the Milwaukee/NARI Education Center.

Committee members will present information to assist members as they prepare submissions for the 2008 awards program. Hear about...

- This year’s categories and entry submission guidelines
- How experienced participants develop their award-winning submissions
- The way a first-time entrant created an award-winning entry
- Milwaukee/NARI’s plans to promote the winners of 2008 awards
- How members can give themselves the best opportunity to win an award

Don’t miss this opportunity to get a head start on this year’s award entry! Light Refreshments will be served. RSVP to the Milwaukee/NARI office at 414-771-4071 by 4:00 p.m. on Friday, August 15.



Rick Bartelt (r) of **Bartelt Filo Design Build** did presentations at Menomonee Falls High School on June 5, as part of Milwaukee/NARI outreach to students interested in pursuing a career in the home improvement and remodeling industry. Pictured with Rick is (l-r) Bret Warner, Mike Feltz, and Andy Boeck. The two students were selected to interview with Rick for an internship at Bartlet Filo, and the tools on the table were donated to the students courtesy of Neu’s Building Center.

Limited Time Remains to Register for July 16th Golf Outing

There is still time to sign up for the 14th Annual Milwaukee/NARI Foundation Golf Outing to be held on Wednesday, July 16 at Ironwood Golf Course in Sussex. Not only is this the main fundraising event for the Foundation, it is also a great opportunity for you to bring clients and/or employees for a fabulous day of golf, food, fun and prizes.

What is included in your golf registration?

- Greens fee (noon shotgun start)
- Half share of a powered golf cart
- Range balls
- Hassle-Free Bracelet (Entrance in the MATC, WCTC & Community High School Prize Hole Contests, putting contest, one mulligan for use on course, and the "Power-Drive" contest)
- Lunch
- Two drink tickets for beverages on the course
- Hors d'oeuvres
- Dinner
- Prizes

Also available will be a "Poker-Run," Silent Auction, Live Auction, "Beat the Pro" contest, and the famous "Wheelbarrow of Beverages" raffle.

Some of the donated items that will be up for bid during the silent and live auctions include:

- A.J. Hawk Autographed Packer Jersey
- Mike Cameron Autographed Baseball & Club Level Brewers Tickets
- Weekend Stay at the Hilton Garden Inn
- Milwaukee Bucks, Milwaukee Admirals, and Milwaukee Wave Tickets
- GE Microwave
- Radio, Print and Billboard Advertising
- Rounds of Golf
- Restaurant Gift Certificates
- Opportunity to have a remodeling project on the cover of the 2009 Milwaukee/NARI Membership Directory
- Much more!

In Memory

Please keep Ron Lemke of Flanner's Home Entertainment, Inc. in your thoughts with the passing on June 13, of his wife of 35 years, Connie, after a courageous fight against cancer.

In addition to signing-up a foursome to play in the event, you may want to also participate as a sponsor. Still available are: Golf Cart Sponsor, Hole Sponsor (Par 4 or 5 only), Wrist Band Sponsor, Golf Ball Sponsor and Putting Contest Sponsor. Some levels of sponsorships also include "free" golf/dinner packages.

Thank you to the following companies for serving as a Golf Outing sponsor:

- American TV & Appliance/Kennedy Hahn Contract Sales
- B & E General Contractors, Inc.
- Callen Construction, Inc.
- Carmel Builders, Inc.
- Milt Charno & Associates, Inc.
- Coello & Associates, Inc.
- The Community Warehouse
- Dave Droegkamp Heating, A/C & Sheet Metal, Inc.
- Ferguson Enterprises, Inc.
- 1st Choice Heating & A/C, Inc.
- FloorCo
- KS Remodelers, Inc.
- Milwaukee Millwork
- Milwaukee/NARI Education/Certification Committee
- Ozaukee Bank
- Ron Sonntag Public Relations, Inc.
- Rundle-Spence Manufacturing Co.
- Sign-A-Rama Downtown
- The Starr Group
- Ver Halen - The Pella Window Store
- von Briesen & Roper, S.C.
- Western Building Products

For more information, please call the Milwaukee/NARI office at 414-771-4071.

"Buy It Now Area" Set for Fall Show

The Milwaukee/NARI Foundation is pleased to announce it will feature a "Buy It Now Area" at the Milwaukee/NARI Fall Home & Remodeling Show. This area will feature new merchandise donated by Milwaukee/NARI members and be sold on Saturday, September 27.

The Foundation is looking for items with a retail value of at least \$100 that would be displayed and purchased in a cash and carry manner. If you are able to make a donation to this area or volunteer to help sell merchandise during the Fall Show, please call the Milwaukee/NARI Office at 414-771-4071 or e-mail info@milwaukeevari.org.

We appreciate your consideration and look forward to your support.

MILWAUKEE/NARI®
HOME IMPROVEMENT COUNCIL, INC.

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