

# SSHBA Membership Application - 2011

I am applying for the following:

- Builder - \$620       Associate - \$570

Dues include Membership in:

SouthWest Suburban Home Builder Associate (SSHBA)  
Home Builders Association of Illinois (HBAI) and  
National Association of Home Builders (NAHB)

An Affiliate Membership is the second person from the same company at the same location.

- Builder Affiliate \$175     Associate Affiliate \$225

- Sales & Marketing Council \$100  
(Please contact me for the name of my sales person).

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Category: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Referred By: \_\_\_\_\_

I agree to have information sent to me by fax and/or email.

Signature \_\_\_\_\_ Date \_\_\_\_\_

#### Method of payment:

- Check (Make Checks payable to SSHBA)  
 Visa       MasterCard

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_  
Expires December 31, 2010

## Ten Reasons to Belong to Your Home Builders Association

### State and National Affiliation

Join 4,000 HBAI Members and 185,000 NAHB Members  
Networking

Broaden your base of business associates with attendance  
at SSHBA functions

### Strength in Unity

Provide a unified voice on difficult issues impacting the  
building industry - your industry

### Recognition

Help promote and strengthen your credibility and  
professionalism as an SSHBA member

### Education and Publications

Seminars, guest speakers, monthly journals, National  
Housing Library and the Annual Convention help to keep  
you current on local and national housing trends

### Product Exposure

Participate in the Preview of Homes as well as the  
Associate Showcase

### Legislation and Representation

Influencing local, state and federal legislation that directly  
impacts your industry is an ongoing goal of SSHBA

### Sales and Marketing Council

Take advantage of Association members' broad range of  
experiences as presented in sales training classes to help you  
sell more homes

### Social Events

Our golf outing, sports night, Christmas party and turkey  
shoot are enjoyed by members throughout the year

10767 West 163rd Place  
Orland Park, IL 60467  
Phone: 708-349-4242  
Fax: 708-349-4989



The South West Suburban Home Builders Association

Visit us at [www.sshba.com](http://www.sshba.com)

**THE  
WISEST  
BUSINESS  
INVESTMENT  
YOU CAN MAKE**



**The South West Suburban  
Home Builders Association**



## SSHBA MISSION STATEMENT

The SouthWest Suburban Home Builders Association (SSHBA) is a professional organization representing and promoting the interest and advancement of the home building industry.

We as the SouthWest Suburban Home Builders Association along with the Home Builders Association of Illinois (HBAI) and the National Association of Home Builders (NAHB) strive to provide a forum to support the industry through pro-active leadership and education.

The association promotes high standards, professionalism and service within the building industry and supports the American dream of home ownership by:

- Being the unified voice for building industry issues
- Promoting political involvement and awareness
- Providing educational programs, services, activities, and networking opportunities

The roots of the SouthWest Suburban Home Builders Association date back to 1946 when the basis of the organization was formed to represent the housing industry. The membership of today's Association is governed by a President elected from the builder members and a Board of Directors consisting of over twenty dedicated builders and associates. The SSHBA currently represents over 500 industry members in the South and Southwest suburbs of Chicago, making it one of the top three builder associations based on membership in the State of Illinois.



Member  
**NAHB**  
NATIONAL ASSOCIATION  
OF HOME BUILDERS

### *Education, Publications, and Information*

The vast amount of changing information in today's market makes education critical to staying competitive. SSHBA provides seminars and publications to keep you on the cutting edge of technology. Speakers at general membership meetings address issues such as economic trend forecasts, business management, building codes, technology and finance. Membership in the Association also entitles you to information access through NAHB and their National Housing Library and Westlaw legal research system. In addition, the NAHB Annual Convention & Trade Show is the industry's largest featuring over 170 seminars and almost half a million square feet of product exhibits.

### *Legislation and Representation*

Nothing can impact your business more than legislation. The SSHBA through its grassroots efforts has historically taken a proactive and aggressive role influencing local, state and federal legislation directly impacting your industry. The Governmental Affairs Committee is dedicated to voicing the opinions of our members. The Association has been instrumental in effecting code revisions such as the change to plastic plumbing pipe in Orland Park. A Municipal Outreach Program has been initiated to open dialogue between local builders and municipal officials. The SSHBA Political Action Committee was formed in 2005 to promote awareness about housing issues and to support candidates, officials, and causes that advocate home ownership. On the state level, the Illinois Home Builders Political Education Committee (IHBPEC) has been providing the housing industry with a voice in government through the support of elected officials and candidates committed to the future of the housing industry in Illinois. The IHBPEC is the only statewide political action committee that specifically represents the building industry. HBAI was instrumental in effecting passage of the Model Home Tax Assessment Act, which provides Illinois home-builders property tax relief on model homes. On the national level, the NAHB Build-Pac Political Action Committee contributes to political campaigns advocating housing and supports NAHB's legislative agenda.

### *Networking with Local and National Affiliations*

The SSHBA represents a strong local network of over 450 builder and associate members. By joining SSHBA, you automatically receive a membership in the Home Builders Association of Illinois (HBAI) with a membership of 4100 and the National Association of Home Builders (NAHB) which is over 203,000 members strong. All of these forces join together to form a unified voice on difficult issues impacting the building industry. NAHB membership provides a strong foundation for business success through access to over 800 business and industry related products, services and staff experts.

### *Recognition and Product Exposure*

Get involved and you get noticed. Get noticed and you gain sales and profits. Participation in the SSHBA activities such as the Membership Meetings, 500 Club Associate Showcase, Spring & Fall Golf Outings and Sports Night provides publicity for you and your company before potential clients. This broadens your base of business associates. Backed by the Association name and credibility, you are steps ahead of the competition. Association affiliation promotes and strengthens your credibility and professionalism.

### *Sales and Marketing Council (SMC)*



Chartered in 1994, the largest special interest group of SSHBA, the SMC was established to provide a forum for sales staff training. The SMC provides support for a full array of industry awards programs. In addition, educational programs, such as the Certified Sales Professional (CSP), Institute of Residential Marketing designation (MIRM) and Home Buyers Schools are available. The SMC provides motivational and educational speakers during the year. The Council serves as a forum for innovative approaches to sales, as well as provides networking opportunities for sales related associates.