



NEBRASKA BUILDING CHAPTER

THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

Quality People. Quality Projects.



EVERY MEMBER RECRUITMENT PROGRAM

WHAT IS IT?

This is a rewards program that encourages all current members to take an active role in identifying and recruiting new members.

WHAT IS THE PURPOSE?

The Building Chapter has a strategic goal to increase membership by 15% over the previous year. Existing members provide the best testimonials and insight into the value of membership in the Chapter. The purpose of this program is to encourage members to assist in the prospecting and recruitment process and then recognize/reward them for their efforts.

HOW DOES IT WORK?

Members will communicate prospect member name and contact information to Chapter office. As the Membership Development process proceeds, activities need to be coordinated and communicated between everyone. Members need to email their qualifying activities to the chapter office to earn and record points for the program year. The program year will be September 1st to August 31st. Rewards and recognition will be announced at the annual fall conference.

QUALIFYING ACTIVITIES:

The following is the schedule of activities and points earned by participating in the recruitment of new member firms.

Recommending a GC or Subcontractor firm for membership AND following up with a personal contact several days after information is mailed from the Chapter office.....1 point

Arranging and participating in an informational meeting with Chapter Staff and a GC prospect.....2 points

Acting as the "industry contact person" for a prospect by following up with GC or Subcontractor prospect and inviting them along with you to a regional membership meeting or other Chapter event.....1 point

GC Prospect you recommended and acted as "industry contact person" for Pays dues.....5 points

Associate-Specialty Contractor you recommended pays dues.....2 points

Associate-Service Provider you recommended pays dues.....1 point

Member Participation Initiative Continued on back.

Every Member Recruitment Program Continued

REWARDS:

To be eligible for any level of reward dollars you must have a minimum of one prospect join at any of the three levels of membership. To be eligible for the Champion Award you must have a minimum of one GC member join. After the minimum eligibility requirements have been met the rewards will be presented based on highest number of points. Points will accumulate from qualifying activities between September 1st and August 31st of each year. Recognition and rewards will be announced at the annual fall conference.

Building Chapter Champion Award- Highest earned points among all point earners that had a minimum of one general contractor prospect paying annual dues.

Award: \$500.00

One award will be given annually if eligibility has been met.

Building Chapter Advocate Award- Top earned points among all point earners that had a minimum of one member prospect from any level paying annual dues.

Award: \$200.00

Two awards will be presented annually if eligibility has been met. If you receive the Champion Award you are not eligible to earn the Advocate award in the same year.