



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 10% 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 1 to August 31. 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

A contractor prospect you recommended and actively recruited pays annual dues..... 4 points

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

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. 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 1 and August 31 of each year. Recognition and rewards will be announced at the annual fall conference.

Building Chapter Champion Award - \$500: Highest earned points among all point earners that had a minimum of one contractor prospect paying annual dues. One award will be given annually if eligibility has been met.

Building Chapter Advocate Award - \$200: Second highest points among all point earners that had a minimum of one prospect from any level paying annual dues. One award will be presented annually if eligibility has been met.