

WIBA is an association of individuals and firms who have joined forces, voluntarily, to promote all phases of building and remodeling.



October 2016

THE WIBA PUNCH LIST

WIBA Membership Meeting

October 19, 2016

Kensington

311 E. Simmons

Networking: 6:30—7:00p.m.

Dinner: 7:00p.m.

Meal : \$10 each

Carrie McKillip

Project Rebound

Special Participation Incentives

*Earn WIBA Swag Bucks for the
WIBA Christmas Party Auction.*



*Attend WIBA Membership Meeting= \$5

*Bring a nonmember friend to the WIBA Membership Meeting= \$10

*Get a friend to join WIBA=\$20

*Christmas Party Reservations by Nov. 2nd= \$10

*WIBA Home Show by Nov.30th= \$20

Swag Bucks will be tracked by the WIBA office and will be distributed at the WIBA Christmas Party and can be used for the sole purpose of the WIBA Christmas Party Auction.

Meetings & Events

WIBA MEMBERSHIP MEETING

OCTOBER 19TH 6:30 P.M.

KENSINGTON

311 E. SIMMONS ST.

GASLESBURG

WIBA BOARD MEETING

NOVEMBER 2ND 6:30 A.M.

PERKINS RESTAURANT

1850 N. HENDERSON ST.

GALESBURG

WIBA CHRISTMAS PARTY

DECEMBER 7TH 6:30 P.M.

CHERRY ST. RESTAURANT

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WIBA Board Members

President:
Scott Howe

Vice-President:
Tammy Lufkin

Treasurer:
Amy Schwartz

Past President:
Wayne Allen

Directors:
Greg Davis
Steve Hawkinson
Zack Thiel
Neil Thomas

Life Directors:
Bill Johnson
Terry Hartley

Executive Officer:
Kaylee Johnson

WIBA Board President's Letter



Dear Members,

We are off to a great Fall! The weather was so beautiful in September and made it so much easier to get a lot done.

We currently have great speakers lined up through January. It should be real interesting to attend the WIBA Membership Meetings and get a chance to chat with everyone else about upcoming projects & leads.

This month, we will hear about Project Rebound, a new rehabbing housing program that has already finished their first home and sold it. This can be your chance to get some inside remodeling work lined up when it's cold outside!

WIBA was founded on October 16, 1956 as HBA of Galesburg. Happy 60th Birthday WIBA!



Sincerely,
Scott Howe, WIBA Board President

WIBA Board Meeting Highlights...



- 71 Members
- **The WIBA Christmas Party Reservations** should be in by **November 16th** in order to order enough food for everyone.
- **The WIBA Home Show**
 - * In order to reserve your same spot as in the past for the WIBA Home Show please contact us by January 13th.
 - * Please send in your WIBA Home Show Reservations and payment by February 12th in order to give time for all the work that needs to be done to meet each WIBA member's needs.



Congratulations!

Todd's Mudjacking Services was drawn for the **Cash Drawing** which had rolled over to \$150. They were not present so it rolls over to \$175 at the October WIBA Meeting.

Dan Olson of Olson's Paint Spot was drawn for the **50/50 drawing**. He won \$27.50. Congratulations, Dan!

WIBA Membership Dues



November

Porter Hay Insurance
Midwest Bank of Western Illinois
ReMax Preferred Properties-Chris Pepmeyer
CL Anderson & Associates

December

Casper Trash hauling
Coach House Garages
Lufkin Ready Mix
Olson's Paint Spot
Wayne Allen





Great Salespeople

Some people believe that sales is a career that anyone can get into. While this could be true not everyone will become a great salesperson. Great salespeople are those that knock it out of the park constantly, they live and breathe sales and are the ones that are always making progress. Great salespeople are literally the driving force of every economy in the world.

What's the difference between an average or good salesperson from a great one?
How are they better at selling and creating results?
What are they doing differently?

You could become a GREAT salesperson!



They listen more than they speak.

Great salespeople ask questions. They want to know why their customers want something done. When you listen more than you talk, you can better build what they are looking for. You can see more opportunities and build stronger relationships.

They LOVE selling.

Great salespeople really do love selling, but more importantly they love helping their customers. They love solving problems and helping people; it's their purpose in life.

They think about building business.

Great salespeople manage their own business even if they are working for a company. Their customers and their prospects are their business and they manage it like one.



They focus on one customer at a time.

Great salespeople sell and they open relationships and make their customers feel valued. Every customer is the doorway to potentially more sales and referred customers. They work hard to maximize that.

They run their days, they don't let their days run them.

Great salespeople create time and they make it work for them. They plan their time but they plan to succeed. Everything they do is working towards achieving their goal.

They are always on.

Great salespeople are selling 24/7/365 and identifying opportunities. It might be in the store or at the gym, if they sense a sales opportunity they are on it!



WIBA Christmas Party Auction

Every item up for bid is tagged with a WIBA Member's Business.



Attending the WIBA Christmas Party
will earn WIBA Swag Bucks.



**Spend WIBA Swag Bucks
at the Christmas Party Auction.**

Earn extra WIBA
Swag Bucks now!



*Attend WIBA Membership Meeting= \$5

*Bring a nonmember friend to the WIBA Membership Meeting= \$10

*Get a friend to join WIBA=\$20

*Christmas Party Reservations by Nov. 2nd= \$10

*WIBA Home Show by Nov.30th= \$20



WIBA Christmas Party



You are invited

Western Illinois Builders Association

Christmas Party

Wednesday, December 7th, 2016

Cherry St. Restaurant

Dinner 6:30pm

Christmas Auction* 7:00p.m.

Installation of Officers 8:00p.m.

Cost is \$20 per person. Reservations are required.

Party Favors, Gifts, & Cash Drawing will be given away.

Wishing all of you a very Merry Christmas and a Happy New Year!

***Everyone in attendance will receive WIBA Swag Bucks to be spent at the Christmas Auction.**

WIBA Members who have earned extra WIBA Swag Bucks will receive those at the door.

Reservations along with payment are due by *Wednesday, November 16th.*

Company Name _____

Attendees: _____

Number of Reservations _____ **Amount Enclosed** _____

Please call Kaylee Johnson at 309-343-2116 if you have any questions.

To have enough food & gifts, please mail reservations & check by *NOVEMBER 16th* to:

WIBA P.O. Box 565 Galesburg, IL 61402-0565

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WIBA Home Show

New Giveaways this year!



New Incentives!



Reach your audience!



Largest Event of the Year at the Mall!



WESTERN ILLINOIS BUILDERS ASSOCIATION 40th ANNUAL HOME SHOW- MARCH 4th – 5th 2017



Western Illinois Builders Association sponsors a Home Show in the Sandburg Mall in Galesburg the first weekend in March. It is a great advertising tool as well as a way to show the public your specialty and promote any new ideas in your specific field. Side Court & Center Court booths will be available. **In order to participate, you must be a member of Western Illinois Builders Association. Yearly membership fee is \$150.** WIBA Home Show Reservations made by Nov.30th earns \$20 in WIBA Swag Bucks for the WIBA Christmas Party. *Any participant in last year's Home Show that would like the same spot must have their booth paid for by January 13th, 2017 or that spot may be given to someone else.* Membership fees & final booth rental must be paid by Wednesday, February 10, 2017.

If you are interested in the Home Show or in Western Illinois Builders Association & would like more information or wish to reserve a booth, please complete the form below & return to Kaylee Johnson. See address below.

First time participants receive \$100 off booth rental. Members who have attended 5 meetings during the past year can deduct \$100 from their booth rental (One per exhibitor please). Any member who brings a new exhibitor for the Home Show gets \$25 off their booth.

Each Booth Space is 10'X10'



2017 HOME SHOW RESERVATION

Please check one or number if more than one space needed.
Fees = \$250 for Side Court _____ \$275 for Center Court _____

NAME _____ COMPANY _____

TYPE of BUSINESS _____

ADDRESS _____

PHONE _____ FAX _____ E-MAIL ADDRESS _____

Please circle booth preference: Center Court Corner Side Court

Number of booths requested: _____

***Note Change this year**

Please mail form with FEES payable to WIBA:

WIBA

PO BOX 565

Galesburg, IL. 61402-0565

Questions? PHONE: 309-343-2116



Jordan Knight Habitat for Humanity



Habitat for Humanity is a nonprofit organization and it began in 1976. The Habitat for Humanity of Knox County is a Christian Housing Ministry but is not affiliated with any denomination. It began in 1993. It builds homes in a partnership with low-income families. Volunteers join partner families to help build the homes. Families repay by making monthly payments on a zero interest loan. Worldwide 6.8 million people have been served by Habitat for Humanity.

Nationwide about 1500 homes have been built by Habitat for Humanity. They are stick built. Several in this area have actually paid off their home loans. Habitat for Humanity home owners have paid over one million dollars in property taxes. They have to have homeowner's insurance and 100's of hours are invested in each home.

On October 29th, the dedication to the 50th home will be held on Ecklund Ct.. They are building a neighborhood there as well as others areas in the city and in the county.

Typically a home cost about \$60,000. to build with about \$8-10,000 in donated materials. There are still closing costs. The loan usually is about \$74,000. when everything is done. The loan is for 25 years.

Volunteers work Wednesday and Saturday mornings from 8a.m.- 12p.m. They also work other days and times depending on the need. If you can volunteer in any way, please call Jordan at the office and let him know that you are willing to donate your time.

They do have a new program called A Brush with Kindness to provide much needed repairs but the same low-income qualifications apply.





Jennifer Sperry Habitat for Humanity Thrivent Builds



Thrivent Financial is a Not for Profit Financial Services Organization and Jennifer Sperry is employed by them.

Thrivent Action Teams is a way to volunteer for a one time project. Seed money, promotional materials and t-shirts are available for the project.

Thrivent Builds with Habitat for Humanity is a way to volunteer to build or repair homes. Thrivent and its members have given \$226 million to the program.

Thrivent Builds Homes works alongside local Habitat for Humanity in providing decent housing through a hand up with the home owner putting in sweat equity into the project.

Thrivent Builds Repairs may help senior citizens, returning veterans, low-income single parents or others with much needed repairs for safety.

Thrivent Builds Worldwide helps meet the global need for housing across the country like Louisiana or Joplin, Mo. or even around the world like Vietnam, Africa, or Nicaragua. Jennifer Sperry went to Nicaragua this summer. She is looking for volunteers who will go on a trip back to Nicaragua next year after she receives her training for leading a team. She also will be looking for investors who can help fund a volunteer who will work hard but doesn't have enough to cover the expense of the trip there. The trip is 9 days. There is time to relax and explore each evening.

Eighty percent of the population of Nicaragua lives on less than \$2 a day and are under the age of 40. It is located in Central America. Granada is the oldest city. The citizens speak Spanish. It is the 2nd poorest country in the western hemisphere. Thirty percent of the population is malnourished. One in every four children dies before the age of 5 due to a preventable disease which is related to inadequate housing. Most homes have a dirt floor. Parasites enter the home through the dirt floor. There is not indoor plumbing. Every 2 weeks a fumigator from the government come into the homes and spray. They receive news daily by a pickup truck driving past with a speaker.

The homeowner spends about 72 hours hand digging the foundation with a shovel ahead of time. The homes that are built are 10'x15'. There is an addition outside that contains a bathroom, laundry, & shower. The roof, windows, and doors are done later. Each family receives their own Bible at the dedication of the home and the group prays for the family and their new home.

Thrivent Choice is an opportunity to recommend charitable organizations to receive outreach funds. Since 2010, \$300 million has gone to help churches, schools, and other nonprofit groups.

Thrivent Communities is an event to serve others in need.





Western Illinois Builders Association

2163 E. Main St., P.O. Box 565

Galesburg, IL 61402-0565

Phone: 309-343-2116 Fax: 309-343-1114

Email: wiba@grics.net

Website: www.wibaweb.org

APPLICATION FOR MEMBERSHIP

TO: Western Illinois Builders Association DATE: _____

FROM: _____ TITLE: _____

COMPANY NAME: _____ PHONE NO. _____

Years in Business _____ FAX NO. _____

Web Site _____ E-mail: _____

Insurance Agent _____

BUSINESS ADDRESS: _____

(STREET)

(CITY)

(STATE)

(ZIP)

BANK / CREDIT REFERENCES: _____

OTHER REFERENCES _____

CLASSIFICATION REQUESTED: BUILDER/REMODELER ASSOCIATE

I agree to abide by the By-Laws and Code of Ethics of the Association to which this membership application is directed. A remittance of \$150.00, representing my annual membership dues in Western Illinois Builders Association accompanies this application.

By signing this application I am giving my permission to check into the above references.

Signature of applicant _____

SPONSORED BY _____

RETURN THIS APPLICATION
WITH CHECK PAYABLE TO:

Western Illinois Builders Association
P.O. Box 565
Galesburg, IL 61402-0565

IMPORTANT NOTICE

Dues payments to WIBA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense.

WIBA Membership Benefits

Local, Professional Organization

WIBA Membership Meetings with Keynote Speakers

Opportunity to Network with others

Cash Drawing at WIBA Membership Meetings



Annual Home Show at Sandburg Mall

\$100 booth credit for attending 5 meetings

Promote Your Business

Meet Prospective Customers

Opportunity to Network with others

Charitable Giving to the Community

Over \$152,000 given to the community

Annual Scholarships for area students at CSC

Sponsor of National Railroad Museum

WIBA Representative on the Project Rebound Board

Donations to area charities; Alternatives for Older Adults, Big Brothers Big Sisters, Boys & Girls Club of Knox County, Christmas in Action,

Galesburg Christian School, D.A.R.E., Galesburg Athletic Boosters, GHS

Band Boosters, Habitat for Humanity, Knox County Humane Society, Knox

County Teen Court, Knox Prairie Community Kitchen, Pilot Club of

Galesburg, Safe Harbor Crisis Center, Shop With a Cop, Special Olympics,

Galesburg Veteran's Memorial & more

Volunteer



Additional Advertising Opportunities

Website (3 Members Highlighted each month)

Facebook

Twitter

Pinterest

Google Plus

Linked In

Brochures

Business Cards in Welcome Center

Newspaper & other Publication Advertisements

Radio Advertising

Your Flyers in WIBA Newsletter (Free once a year.)

WIBA Member Signs & Decals

Monthly Newsletter

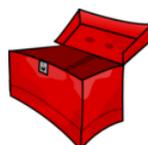


Social Events

Golf Outing

Christmas Party

Membership Meetings





WESTERN ILLINOIS BUILDERS ASSOCIATION

Western Illinois Builders
Association 2163 E. Main St.
PO Box 565
Galesburg, Il. 61402-0565

«AddressBlock»

Phone: 555-555-5555
Fax: 555-555-5555
E-mail:
someone@example.com
Website: wibaweb.org

We're on the web!
www.wibaweb.org
We are on Pinterest!



Get it from a Member!



We're on Facebook!
[http://www.facebook.com/
pages/Western-Illinois-Builders-
Association](http://www.facebook.com/pages/Western-Illinois-Builders-Association)



*We are on Twitter &
Linked In & Google Plus!*



Reminder

WIBA Membership Meeting
October 19th 6:30 p.m.
Kensington Garden Room



OUR WEBSITE-
WIBAWEB.ORG:
NOW FEATURED;

Breslin's Floor Covering
Prairie State Insulation
Webber Rental Supply



WEB SITE FEATURES WILL BE;

Bathrooms Plus Inc.
Caspar Trash Hauling
M.K. Groom Construction



(Please make sure your information on the WIBA website is up-to-date. If you need assistance, please call 309-343-2116 or email Kaylee, wiba@gris.nct at the office.)