



W.I.B.A. Punch List



Board Members

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Greg Davis

Vice President:
Neil Thomas

Treasurer:
Amy Schwartz

Past President:
Scott Howe

Directors:
Dee Spivey
Steve Hawkinson
Terry Allen
Zack Thiel

Life Director:
Bill Johnson

Executive Director:
Kaylee Johnson

October 2020

Managing Through Change Needs Quality Input

Things have changed. Many cut expenses to preserve cash flow. Marketing slowed. Everyone thought business would slow down.

Most in WIBA are as busy as ever. People have been quarantined at home and have had plenty of time to notice all the things that need repaired.

Keeping you name out there is more important than ever now that people have so much more time to look for their options. You don't want to miss the opportunity!

You have a shortcut to trial & error! You have a network through WIBA. Ask your fellow members which technology works best for their business. There are many different virtual sales tools and project planning software available.

Virtual presentations should be shorter and to the point to keep the attention of the viewer and potential client. And a question& answer is great for customers and also salespeople as it makes their job easier

One little change learned from a fellow WIBA Member may pay for your membership. Never underestimate the power of networking with others. Even if you have been in business for a long time, changes happen quickly & new people coming into the industry; there is always something to change or implement.

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Trivia Fun

Question: Who supplied key building material for the construction of the original Yankee Stadium?

Answer on page 6



W.I.B.A. Board Highlights

55 WIBA Members

Registered Contractors,
Electricians, & HVAC lists
were requested from the
City of Galesburg.

103 locally registered to do
business in Galesburg have
been sent WIBA recruiting
materials.

*WIBA Board Meeting
November 4th 6:30a.m.
Over the phone & email

*WIBA Home Show
April 16, 2020 10a.m.-4p.m.
April 17, 2020 Noon-4p.m.
Knights of Columbus
1556 E. Fremont St.
Galesburg



WIBA Dues

November

McConnell Heating & Cooling

Midwest Bank of Western Illinois

ReMax Preferred Properties– Chris Pepmeyer



Happy Fall!

WIBA Home Show

Set Up- April 15th 1-6p.m.

April 16th 10a.m.-4p.m.

April 17th 12p.m.-4p.m.

Knights of Columbus
1556 E. Fremont St.
Galesburg, Il.



Save the Date!

City of Galesburg Contractor Registration

Due by January 1st

The City of Galesburg would like to remind all contractors doing business in the City that they must be registered with the Galesburg City Clerk's office by January 1st of each calendar year and apply for and receive the proper permits for any work being done.

This includes general contractors, roofers, mechanical, electrical, and plumbing contractors. Projects include, but are not limited to, siding, masonry, fencing, pool installations, and carpentry.

A homeowner can do general construction, electrical, plumbing & heating work on their own residence without licenses or bonds, providing they secure the appropriate permits and provide proof that they are the owner of the property. NOTE: Plumbing work requires that the owner occupy the residence for a minimum of six months after completion of any plumbing work.

All contractors & subcontractors must register with the City, including submitting a copy of current liability insurance and bonding, as well as paying the annual fee of \$75 in order to perform work within the City of Galesburg. Questions regarding contractor registration should be directed to the Galesburg City Clerk's Office at 309/345-3612.

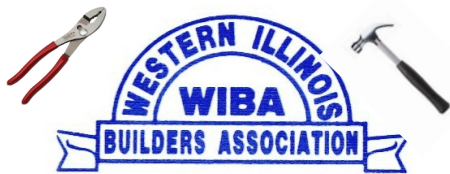
City of Galesburg

Knox County, Illinois



Habitat for Humanity

1. House #55 is complete. It is a 2 bedroom/1 bath home with a full basement. There is a tour on Facebook on Habitat for Humanity.
2. The 2x4 fundraiser is October 18-25th.
3. They are the beneficiary of an Impact Night at Pizza Ranch on October 28th all day.
4. They have been selected for the Hy-Vee Reusable Bag Program for October in which they will receive \$1.00 for every My Heart Reusable Shopping Bag purchased for \$2.50. And every time one of those bags is used another donation will be made to Habitat for Humanity.
5. Five Habitat for Humanity homeowners have successfully paid off their mortgage in full this year.
6. They are currently taking applications for partner families.



Remodeling Show Deck Expo
Baltimore Convention Center
OCTOBER 13-15, 2020

**Virtual Event
Only Now**



Merged with
International Pool Spa Patio Expo
scheduled for November 8-13
Las Vegas

Central DuPage Home Show

October 24 & 25, 2020

10a.m.-5p.m.

Sheraton Hotel Lisle

3000 Warrensville Road

Lisle, Illinois

1-630-385-40006

info@chicagohmeshow.net

**Still Scheduled
as of Today**



**Postponed
until 2021**

METALCON

October 21-23, 2020

Las Vegas Convention Center

Las Vegas, Nevada



2nd Annual Rollforming Construction Show

December 10-11, 2020

Duke Energy Center

525 Elm St. Cincinnati, Ohio

715-350-7080 or gary.reichert@fwmedia.com

**Still Scheduled
as of Today**



WESTERN ILLINOIS BUILDERS ASSOCIATION

43rd HOME SHOW



April 16th 10a.m.-4p.m. & April 17th 12-4p.m.



For WIBA Members

Knights of Columbus 1556 E. Fremont St. in Galesburg

Full menu available for purchase/ No outside food or drink

Vendors should park in the back.

It is a great advertising tool; to show the public your specialty & promote any new ideas in your specific field.

First time participants receive- **\$100 discount**

Attend 5 meetings- **\$100 discount**

Bring a new exhibitor- **\$25 discount**

One discount per exhibitor.

Each Booth Space Indoors is 8'X10'.

Each Booth Outside is 10'X10'and can be inside a tent.

Set Up is on Friday, April 3rd from 1-6p.m. or on Saturday from 8a.m.-9:30a.m.



2021 HOME SHOW RESERVATIONS

NAME _____ COMPANY _____

TYPE of BUSINESS _____

ADDRESS _____

PHONE _____ FAX _____ E-MAIL ADDRESS _____

Please check one or number if more than one space needed.

Fees = \$275 for Inside ____ I need electricity. ____ I need a table. ____ I need a tablecloth. ____

\$250 for Outside ____ I need a table. ____ I need a tablecloth. ____

Yearly membership fee is \$150.

Membership fees & final booth rental must be paid by Wednesday, March 18, 2019.

Please mail form with FEES payable to WIBA:

WIBA

PO BOX 565





Answer: Thomas Edison had many inventions. After developing the incandescent light bulb, Edison entered the cement business in 1899. The Edison Portland Cement Co. provided the concrete for the construction of the original Yankee Stadium in 1923. According to a 1923 news report, more than 30,000 cubic yards of concrete, made from 45,000 barrels of cement, 30,000 cubic yards of gravel, and 15,000 cubic yards of sand went into the iconic baseball stadium's construction. Maybe Yankee Stadium should have been called "The House that Edison Built."

Illinois Small Business FB

492 Members

Supported by

Office Network USA

Network, Learn From Each
Other, Brainstorm in Trusting
& Enthusiastic Environment



Plant Health,

Pests & Diseases FB

5.4 K Members



Go to Google, Google Chrome or whatever search engine you use and type in your business name.

Check your Facebook page. Is it accessible?

Check your website. Is it accessible?

Find places where your name appears in articles and places where you might want to know or print a copy of where your business name is printed.



Pest Control

Technicians Forum FB

3K Members



Leadership is Key to Growing Amid Change

Organizational Strengths & Weaknesses

Often there are high performers who may lack certain behavior practices that could enhance the value of the business and give greater job satisfaction to them.

Failure is Often an Unintended Result

In this new critical business environment, possessing skills or behaviors for the job description is not enough without empathy, tolerance, negotiating skills, or the ability to resolve conflicts.

Communication

Listen, respond, and provide feedback to build relationships. How successful are you to keep open, honest dialogue with fellow employees, superiors, customers, and people you network with to keep efficient communication?

Recommendations for Improvement

Collect useful data, information, and studies on communication skills, assess methods of putting them into practice for yourself as well as those in your business who train new employees to open communication and build relationships.

Improve Communication

Experiment with different methods to appeal to a wider range of people and to fit the situation. Some people are great listeners, others need visuals. Know that your actions speak the loudest. Simplify your phrasing and technical approach. Watch for small, subtle changes in mood. Focus on what is being said and not on your response. Rephrase or repeat back to ensure you heard what was said. Talk less, listen more. Use a pace and style that is comfortable for others.





Business Name
Builders Association

2163 E. Main St.
P.O. Box 565
Galesburg, Illinois 61401
Phone: 309-343-2116
Fax: 309-343-1114
Email: wiba@grics.net

«First Name» «Last Name»

«Company»

«Newsletter Mailing Address»

«City», «State» «Zip»

**“Support Your Local
Communities, Where
Professionals do
Professional Work”**



**Happy
Halloween!**



Our Website, wibaweb.org, feature:

Follow Us,

We're Connected:

wibaweb.org



This Month

First Midwest Bank

Munson Pool & Spa Chemicals

People's Do-It Center



Next Month



Century 21 Affiliated

Peoria Radon

Western Illinois Title