



W.I.B.A. Punch List



September 2022

Board Members

President:
Neil Thomas

Vice President:
Dee Spivey

Treasurer:
Amy Schwartz

Past President:
Scott Howe

Directors:
Dee Spivey
Steve Hawkinson
Terry Allen

Life Director:
Bill Johnson

Executive Director:
Kaylee Johnson

WIBA Membership Meeting
September 21st 6:30p.m.
Pizza Ranch Meeting Room
Speaker: The Galesburg Public Library



Home Show Tips

Make a list of your goals. Meet new prospects. Show a new product. Maintain relationships with existing clients. Close business. This is your chance to meet face to face with more people that you might see in months. What you are hoping will help you plan your actions and plans.

Be friendly. Look like you are ready to talk. Emailing and texting might make it awkward to interrupt.

Greet them! Introduce yourself and let them know what you offer. Company swag creates introductions. "You look like someone who needs a hat. My name is John and you are?"

Always have a pen and business cards. This is advice for everyday! People remember what they see. Business cards should be blank on the backside. You can write your cell number or something needed to make a connection with the client. It makes an impression that they have something that not everyone else is given. It shows you are willing to take an extra step.

Follow up after the show. This is the most important of all. You cannot close future business if you never talk again. Make a small announcement after the show. "Now I can tell you about..." For current clients to help build the relationship, "It was great to talk. The next time your in town, I owe you a lunch."

Success or failure is in your hands.

The WIBA Home Show is a tool to keep your name and great reputation out in our community.

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★ **1. Use Pliers To Tie Balloons**



What It Is: A handy way to tie balloons quickly

Estimated Cost: \$3 or free if you already have pliers*





Re-Scape Inspired Recycling
1d


An old wingback chair is stripped down to core and turned amazing wood chair! (Great reclaimed/scrap wood project!)... See more

Bob loved the outdoors. Wound up with quite a collection.

W.I.B.A. Board Highlights

- *48 WIBA Members
 - *WIBA Home Show
March 25, 2022 10a.m.-4p.m.
Knights of Columbus
Galesburg
 - *WIBA Board Meeting
October 5th 6:30a.m.
Perkins Restaurant
 - *WIBA Membership Meeting
September 21st .6:30p.m.
 - * WIBA Christmas Party
December 1, 2022 6:30p.m.
- 
- 




CONGRATULATIONS!

The 50/50 Drawing was worth \$16.50 at the May WIBA Membership Meeting. Chris Pepmeyer, REMax Preferred Properties won! Congratulations Chris!

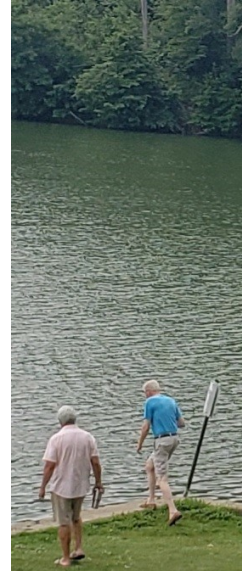
The Cash Drawing at the May WIBA Membership Meeting was worth \$125. Dee Spivey, Old National won! Congratulations, Dee!

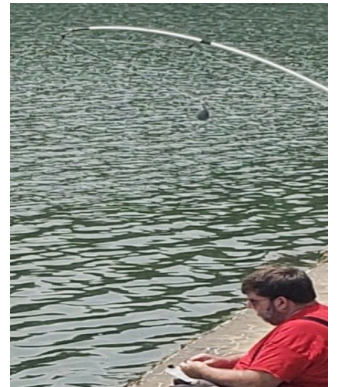
WIBA Home Show 2023

March 25th
10a.m.-4p.m.
Knights of Columbus

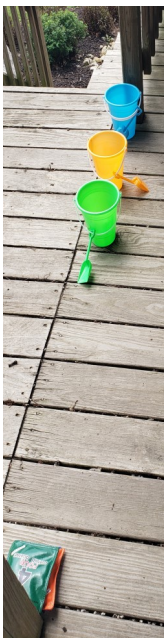


Save the Date



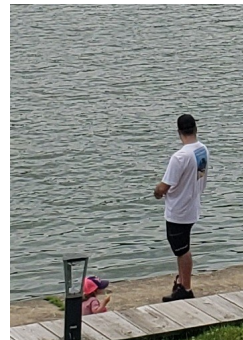


2022





WIBA Day at Lake Bracken



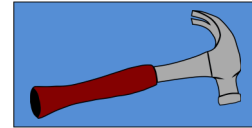
WIBA Membership Benefits

Local, Professional Organization

WIBA Membership Meetings with Keynote Speakers

Opportunity to Network with others

Cash Drawing at WIBA Membership Meetings



Annual Home Show at Knight of Columbus

\$100 booth credit Early Bird Registration

Promote Your Business

Meet Prospective Customers

Opportunity to Network with others

Charitable Giving to the Community

Over \$158,000 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,

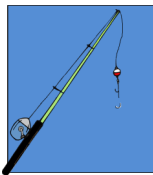
Boys & Girls Club of Knox County, Christmas in Action, Galesburg Christian School,

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



Social Events

WIBA Day at Lake Bracken,

Christmas Party, &

Membership Meetings

Additional Advertising Opportunities

Website- 3 Members Highlighted each month,

Facebook, Twitter, Pinterest, Linked In, Brochures,

Business Cards in Welcome Center,

Radio, Newspaper, & other Publication Advertisements,

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

WIBA Member Signs & Decals,

& Monthly Newsletter



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

DATE: _____

FROM: _____ TITLE: _____

COMPANY NAME: _____

Years in Business _____ PHONE NO. _____ 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 Western Illinois Builders Association

WITH CHECK PAYABLE TO: 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.



**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»

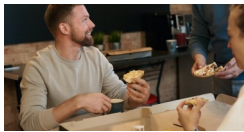
«Company»

«Newsletter Mailing Address»

«City», «State» «Zip»

**WIBA
Membership
Meeting**

**September 21st
6:30 p.m.
Pizza Ranch
Meeting Room**



Our Website,



<http://WWW.wibaweb.org>

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



Follow Us,

We're Connected:

www.wibaweb.org



WIBA Website Features

KWB Paints on Main
McConnell Plumbing & Heating
Sullivan Door Company



WIBA Dues

September

Platinum Key Real Estate

October

F&M Bank

First Mid Bank & Trust

Sherwin Williams

Voorhees Siding & Windows

