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NARI® NEWS

The Professional Remodeling Industry

FEBRUARY 2020

REMODELING TO THE HIGHEST STANDARDS

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Difficult Conversations and You Don't Suck at Sales—Feb. 27 Lunch Topics

Dan Stalp with Sandler Training will present the pre-lunch seminar and the lunch keynote at the February 27 lunch at the Radisson Hotel.

Difficult Conversations—Best Practices--Pre-lunch seminar from 10:00-11:00

Ever have clarity about what you want to accomplish during a difficult conversation, only for it to completely backfire? Often it has more to do with how YOU respond, rather than how THEY respond.

During this seminar you will:

- Learn how to deal with angry and upset people.
- Discover how to not project your own uncomfortableness to others.
- Modify your technique to resolve conflict without escalating it.
- Facilitate solving the problem while maintaining your own self esteem.

For the lunch keynote, Dan Stalp will cover **Your Sales Might Suck, But You Don't!** The key to a healthy sales self-esteem is to separate your "SALES OUTCOMES" from your "IDENTITY" as a sales professional. You are much more than a "sales professional", yet it may be unclear how to not define yourself by your sales outcomes.

During this keynote session you will discover:

- How to decrease/shorten the DOWNs in sales and increase/lengthen the UPs;
- The difference between who you ARE and what you DO; and
- What sales attitudes/behaviors can support who you ARE – impacting what you DO.

KC NARI Lunch Fast Facts

Date: Thursday, February 27
Time: Pre-Lunch Seminar 10:00-11:00, lunch meeting 11:30 – 1:00--networking begins at 11!
Place: Radisson Hotel, 12601 W. 95th St., Lenexa
Cost: $29 at the door with ADVANCE reservations (pay at the door with cash, check, MasterCard, Visa, Discover or American Express); $34 for those companies needing to be invoiced. **Please Note: All those who reserve and don't attend will be invoiced.**
BUY NARI Tabletop Sponsors: Phoenix Renovation & Restoration, SVB Wood Floors, and Wrap It Up.
Deadline for Reservations: Monday, February 24 at 12 noon
RSVP via e-mail to kcnari@remodelingkc.com, call 913-362-8833, or register online. Go to www.remodelingkc.com and sign up under the Events tab.

Thanks to Allen Deuschle, KC Remodel & Handyman Allen (left) and Derick Shackelford, CR, CRPM, CLC, Shack Built, for working the Ask an Expert booth at the Remodel + Garden Show.

The President's Message

Hello,

Are you getting the most out of your NARI membership? Your involvement in this nationwide organization gives you access to a wealth of resources meant to help expand your knowledge on topics related to the remodeling industry and support you as you grow your business.

Accessing the resources provided by NARI Headquarters is as simple as visiting the NARI Headquarters website. When you visit www.nari.org you'll find marketing tools, business tools, webinars and more. The NARI website makes it easy to enter the CotY Awards, obtain information on certifications and explore the NARI Career Center.

While on the website, be sure to sign-up for The NARI NewsWatch Newsletter. It's a weekly publication filled with information about upcoming webinars, certification classes, and trade articles. For me, the NARI NewsWatch Newsletter is a quick way to see highlighted articles from Qualified Remodeler, Remodeler, Remodelers Advantage, Pro Remodeler, SBA, Score, and many other top-tier industry trade publications. Sign up on the NARI Headquarters website to start getting important industry news delivered straight to your inbox.

NARI Headquarters also monitors legislation and distributes that information to members on an ongoing basis. Staying current on key policy changes is crucial to helping us remain knowledgeable industry professionals. Furthermore, NARI Headquarters has an attorney who provides legal guidance for the organization and its board of directors. Last year the NARI Headquarters attorney reviewed our chapter bylaws before we presented them to the membership for approval.

NARI Headquarters provides funding to chapters as well. The organization offers programs and stipends for a variety of chapter events such as membership drives, bringing speakers to monthly luncheons, and much more. KC NARI members will see national speakers at some of our 2020 luncheons thanks to funding from NARI Headquarters.

The organization also researches and creates programs designed to benefit chapters and members. NARI Headquarters is currently hosting a peer pilot program, called Master Minds. It is intended for Certified Remodeler (CR) or Master Certified Remodeler (MCR) members to meet with members from other chapters to share expertise, support and offer guidance. I have been chosen from the KC Chapter to participate in this exciting pilot program.

Finally, NARI Headquarters is in the process of remodeling a new property that will soon become the new location of the NARI headquarters. Located in Wheeling, Illinois, a suburb of Chicago, this new home for the organization will be nicer and larger, and for the first time ever, allow for national seminars and meetings to take place at the headquarters location.

NARI Headquarters unites 44 chapters and 5400 members nationwide. Let's use the resources provided by NARI Headquarters to advance our Kansas City chapter and become better professionals in the industry we all know and love.

Sincerely,

Judy Transue

Judy Transue, CR, CRPM
CHC Design-Build
judy@chcdesignbuild.com
913-438-6933

Need Remodeling Guides? Is your Company Information Correct on our NEW Website?

The 2020 Remodeling Guides are out and we've already distributed over 4,000 at the Remodel + Garden Show and in member showrooms.

1. Do you want us to bring you Remodeling Guides for your showroom? Just let us know the quantity (a box is 100 magazines) and if you need a plastic magazine holder for them.
2. Please check out the NEW chapter website as it has been updated to match the 2020 Remodeling Guide. Check out your company information at www.remodelingkc.com
3. Send us your YES to have Remodeling Guides delivered to your showroom plus send us any changes we need to make on your website listing. Email kcnari@remodelingkc.com or call 913-362-8833.

The January New Member Mingle was the largest attended mingle in KC NARI history! New members, Membership Committee members and Board members had a great time networking.

Pending Applications

Pier Magic Foundation Specialists
Ronnie Settles, Sales Technician
Grandview
Foundation repair specialist since 2007
Sponsor: Steve Brattin, SVB Wood Floors

Weather Shield Windows and Doors
Mike Rotan, Territory Manager
Arnold, MO
Window and door manufacturer since 1955
Sponsor: Dennis Donnelly, Kansas City Building Supply

Tradesmen International
Matt Fuson, General Manager
Kansas City, KS
Skilled labor since 1992
Sponsor: Kim Stevermer, CR, CKBR, Stevermer Co.

Board Minutes

February

Two applications were approved. The 2020 community service project will be helping a group called KC Heroes on Saturday, May 9. They have a veteran in KCKS whose son is in a wheelchair and some modest modifications are needed at their home. The 2020 consumer seminar will be held April 14 at the NARI office. The Marketing/PR Committee is working on a plan to get more members to use the NARI logo on their websites.

KANSAS CITY NARI

8015 Shawnee Mission Pkwy. • Merriam, KS 66202
913-362-8833 • Fax: 913-362-8837
KCNARI@remodelingkc.com • www.remodelingkc.com

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Jon Otten, Capitol Federal Savings Bank
Derick Shackelford, CR, CRPM, CLC
Chairman
Joni Smith, Great American Building Materials

KC NARI MEETINGS:

All meetings held at NARI office, 8015 Shawnee Mission Pkwy.

Board Meeting
Wednesday, March 4
Judy Transue, CR, CRPM, 2020 President
913-438-6933, judy@chcdesignbuild.com

Advocacy Committee
Wednesday, March 4 - 9:00 a.m.
Peggy Bruce, Chair
913-827-9952, peggy.bruce@vwealth.com

Education Committee
Wednesday, March 11 - 11:00 a.m.
Co-Chairs - Derick Shackelford, CR, CRPM, CLC, 913-544-4819, dericks@shackbuilt.com
John Bruce
913-859-9150, jbruce@outdoorlights.com

Ethics & By-Laws Committee
Karl Dunivent, Chair
816-343-8887, kdunivent@choicecabinetkc.com

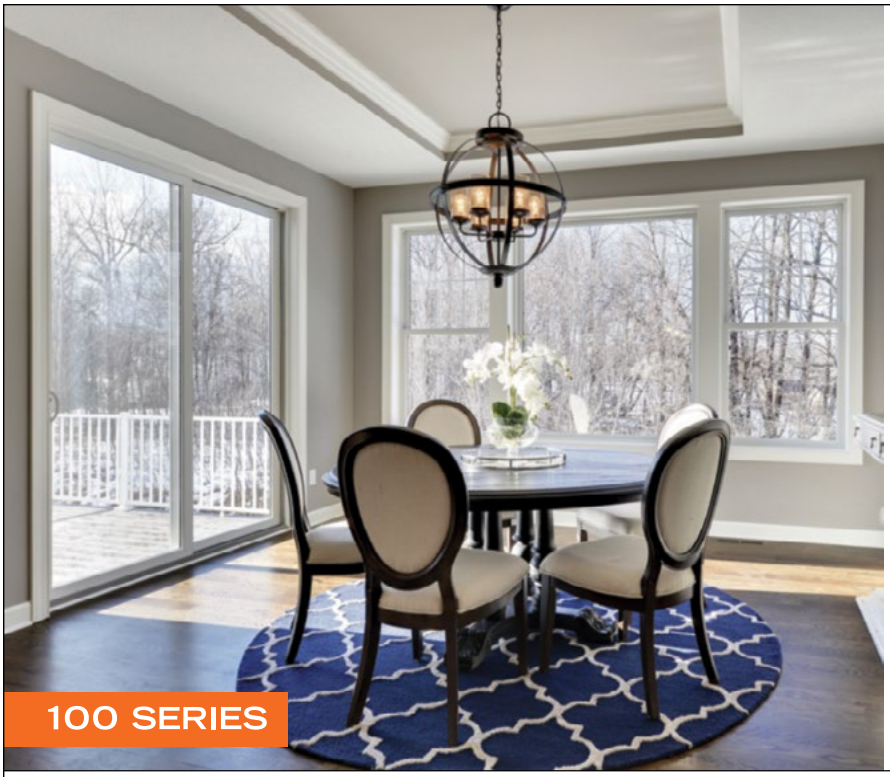
Marketing/PR Committee
Tuesday, March 10 - 9:00 a.m.
Co-Chairs - Phil Steinle
913-696-9758, Phil@centurymarketinginc.com
Joanna Schiller
913-321-4100, joanna@abcosupplyus.com

Membership Committee
Wednesday, March 18 - 11:00 a.m.
Co-Chairs - Benita Brewer
913-339-8446, designergal@kc.rr.com
Ryan Christopher
913-498-9082, ryan@anythingonanything.com

Remodeled Homes Tour Committee
Tuesday, March 10 - 11:30 a.m.
Co-Chairs - Celia Aldrich, UDCP
913-649-3544, Celia@aldrichcontracting.com
Mellody Jurgeson, Bath & Kitchen Idea Center by Grandview Winnelson
816-765-2555, majurgeson@winnelson.com

Social Committee
Tuesday, March 3 - 11:30 a.m.
Christine Hawkins, Chair
913-915-9140, christine.hawkins@ferguson.com

Workforce Development Committee
Thursday, March 19 - 8:00 a.m.
Deb Giudicessi, Chair
913-782-9663, deb@thediywoodshop.com



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BUY NARI!
Features Phoenix Renovation & Restoration

16250 Foster, Overland Park
913-599-0055, www.kcphoenix.com

In 1999, Mark Heinze and Pat Murphy founded Phoenix Renovation & Restoration for "hope RESTORED on your worst day." They are "renovating property, restoring lives, and rising above expectations." The company has 50 employees.

At the February 27 lunch, Mark Heinze will introduce their new service called ProAct + powered by 3D technology from Matterport. This product can help both commercial and residential clients be prepared prior to a property loss or natural disaster. ProAct + captures a 360 degree visual log of every room inside a home or business.

Come meet Mark Heinze and you'll have a chance to win a free scan of your home or building.

BUY NARI!
Also Features SVB Wood Floors

4200 Main, Grandview
816-965-8655, www.svbwoodfloors.com

Since 2003, SVB Wood Floors has provided "Quality results with attention to every detail." They currently employ 45 team members and have been an active NARI since 2009. SVB Wood Floors has been a KC NARI Diamond sponsor for the past 5 years. Steve Brattin serves on the chapter's Board of Directors and the Strategic Planning Committee.

In 2016, SVB Wood Floors won the national award for wood floor prefinished design and installation. They won the wood floor of the year award for the second time from NWFA (National Wood Flooring Association), previously in 2009 for the "Best Living Room/Family Room (laser cut/CNC cut).

Not only is SVB Wood Floors family-owned and operated, but they always make an effort to keep up with the latest technology in their industry, which include dust-less refinishing and the use of water-base finishes. These two points are really what sets SVB Wood Floors apart from the competition and allow them provide only the highest quality hardwood flooring services. Call SVB for your next hardwood flooring project! You won't be disappointed!

BUY NARI!
Also Features Wrap It Up! Vehicle Wraps

7250 W Frontage Rd., Merriam KS 66203
913-948-7752, www.wrapitupvehiclewraps.com

Wrap It Up! vehicle wraps increase your revenue and expand your brand. Our world's-best vehicle graphics work 24/7, 365 days a year with a one-time cost that is less than a few radio spots or a direct mail campaign. Since 2004, our in-house design, high resolution printers and professional installers provide a controlled and seamless vehicle wrap experience.

With the lowest cost per impression, vehicle wraps offer the single most cost-effective way to reach your key customer demographic, while powerfully increasing your company brand identity. At the February lunch, come learn more about the power of a mobile billboard and the latest innovations in vehicle wraps. You just might win a gift!

Can You Help at the Two Remaining Consumer Shows?

One of Kansas City NARI's strategic plan initiatives is to "increase brand recognition for consumers and industry professionals." We do that at every consumer show that is focused on homes and remodeling and we need your HELP!

Next up is the Feb. 21-23 Johnson County Home & Garden Show at the Overland Park Convention Center. Can you work a shift at the Ask An Expert booth...or work a shift at the entrance to the show handing out show programs and NARI remodeling guides?

At the HBA Home Show, March 13-15 at Bartle Hall, we will man a 10 x 10 booth. Can you work a shift at that show and hand out Remodeling Guides in the booth?

Don't forget that anyone from your company can work a shift. We provide NARI shirts for all volunteers...either a navy blue long sleeve button up or a light blue polo shirt. If you can help at any or all shows, please email Jan Burchett at kcnari@remodelingkc.com or call 913-362-8833.

NARI Business Tools...Save Time & Money!

Featured Savings Partner: Office Depot/Office Max

NARI members can enjoy significant discounts and the best pricing on products and services you use every day with Office Depot/OfficeMax! No fees, no obligations – just great savings! Save on office essentials, ink & toner, paper, cleaning/breakroom items & more!

Up to 75% off Best Value Products...plus thousands of items discounted below retail.

- Exclusive Copy/Print Pricing B&W: 2.5¢ | Color: 22¢ | Finishing: 35% off
- HP Ink & Toner Discounts
- Contract pricing on 400+ products
- Next Business-Day Delivery--FREE on qualifying orders over $50

News to Know

- You are Almost Out of Time to Enter a Project in the Remodeled Homes Tour! Use the Tour to Showcase Your Work and your Team! The 23rd Annual Remodeled Homes Tour will be held April 25-26, 2020. Enter a project for consumers to visit during the 12-hour Tour...10-5 on Saturday and 11-4 on Sunday. Final deadline is February 28. Need an application or a Tour booklet with more details for those new to the Tour? Email Jan Burchett for that information, kcnari@remodelingkc.com
- Join KC NARI's Chat Room--#NARI Chatroom--ask to be a part of this group on Facebook. #NARI Chatroom purpose: share best practices and contacts in the industry, recommend technology for industry professionals, introduce new products or services (no sales promos) and post job positions

2020 Chapter Meetings at the Radisson Hotel

After 5 years, we said a fond farewell to Hallbrook Country Club. The new general manager there, brought in to analyze costs, let us know politely that our per person cost was very low. While we have been charging $25 per person, with their new pricing we would have been charging $38 per person. We went to work visiting other places and analyzing location, costs, food, etc.

Our 2020 lunch meetings will be held at the Radisson Hotel, I-35 and 95th Street (actual address is 12601 W. 95th St., Lenexa). Mark your calendars for the remaining 2020 KC NARI chapter meetings:

Thurs., Feb. 27
Thurs., March 26
Thurs., April 30
Thurs., May 28
Thurs., June 25
Thurs, July 30
Thurs., Aug. 27
Thurs., Sept. 24
Thurs., Oct. 22
Thurs., Nov. 19

We have raised the lunch fee to $29 per person after finding that no other facility could do it for less than $30 to $38...except the Radisson! As always, because we have to give our head count to Radisson 72 hours in advance, reservations are important in 2020. The chapter meetings are held from 11:30 to 1:00 and we regularly host a seminar or roundtable from 10 to 11 prior to the lunch meeting. Networking always begins at 11:00!

Support Education & Networking in 2020...Allow your Staff to Enjoy KC NARI's Educational Programs

Register for Chapter Events! Call in your RSVP, 913-362-8833, or email kcnari@remodelingkc.com OR see events below and hit CLICK HERE to sign up online!

Thurs., Feb. 20— Aging in Place/Universal Design Seminar

- Discover ways to help your clients AGE in PLACE with residential accessibility equipment, new self- supporting elevators and in shaft elevators. Try out the units in the KC Lift & Elevator showroom.
- Hear from Lauren Balestrieri, UDCP, L Marie Interior Design, on how to work universal design into all your projects.

Location: KC Lift & Elevator, 14719 W. 114th Terrace, Lenexa Time: 4:30-6:00 pm Cost: $25 per person
Click Here to RSVP

Fri. —Sun., Feb. 21—Feb. 23—Johnson County Home & Garden Show
Need your help to work at the entrance handing out show programs and Remodeling Guides.
Location: Overland Park Convention Center— 6000 College Blvd Email--kcnari@remodelingkc.com to sign up for a shift.

Wed., Feb. 26—Construction Trades Career Fair
Time: 9:00 - 3:00 p.m., hosted at Johnson County Community College, CTEC Building, 12345 College Blvd. Stop by and see the 22 exhibitors, the mock interviews and the DEMO area!

Thurs., Feb. 27—Chapter Lunch Meeting with Pre-lunch Seminar
Speaker: Dan Stalp with Sandler Training
Pre-lunch Seminar: Difficult Conversations---Best Practices, 10:00-11:00 am
Lunch Keynote: Your Sales Might Suck, But You Don't, 11:30-1:00
Cost: $29 at the door with ADVANCE reservations, $34 for those companies needing to be invoiced
Click Here to RSVP

Thurs., Feb. 27—NARI Next Third Annual Poker Night
Location: CSW (Canaan Stoneworks), 23764 W. 82nd Terr., Shawnee
Time: 5:00-8:00 pm Poker starts at 5:30 pm Cost: $10 buy in/ $10 buy back until 6:30 pm
Click Here to RSVP

We are bringing National Speaker Shawn McCadden to Kansas City!

Wed., April 29—3-hour seminar
Designing and Remodeling Your Company to Last—Today and into the Future
Location: Cosentino Surfaces Time: 3:30 to 6:30 pm Cost: $65 per person
Click Here to RSVP

Thurs., April 30—Chapter Lunch Meeting with Pre-lunch Seminar
Pre-lunch Seminar: Small, Smart and in Demand: Five Strategies to Differentiate Your Business, 9:30-11:00 am
Lunch Keynote: Engineering & Delivering a Great Customer Experience, 11:30-1:00
Pre-lunch seminar only: $40 per person
Seminar + lunch: $65 per person
Lunch only: $29 at the door with ADVANCE reservations, $34 for those companies needing to be invoiced
Click Here to RSVP

Shawn McCadden, president of Remodel My Business, Inc., speaks frequently at industry conferences and trade events. As an award winning columnist he writes a monthly column for **Qualified Remodeler** magazine.

Habitat's Women's Build Is Back!

Habitat KC's Women Build is back and bigger than ever! With two homes in Missouri and two homes in Kansas, we need hundreds of volunteers to help us build a brighter future for four local families while empowering women to take action in their communities.

To reserve your team's spot or learn more about sponsorship opportunities, contact Melissa Jones at (816) 924-1096 X 2003 or mjones@habitatkc.org.

New Members!

Give them a call, shoot them an email, agree to meet them at the next NARI event. Welcome them to KC NARI!

J III Enterprises, Inc
Jimmy Blecher
8363 Nieman Rd., Lenexa, KS 66214
(913) 206-8222
jimmyeb3@gmail.com
www.jiiienterprises.com
We are drywall specialists.
Sponsor: Pat Strand, CR, Total Home Remodeling

Pearce PR
Michaela Pearce
8227 Cherokee Circle, Leawood, KS 66206
(816) 500-5911
michaela@pearcepr.com
www.pearcepr.com
Pearce PR is a boutique PR, marketing & social media firm.

Thanks for Working!

Thanks to the following members for working a shift at the Remodel + Garden Show in January. We hosted an Ask the Expert booth with NARI contractors and subs and visited with consumers each day and answered their remodeling questions. Other volunteers also handed out show programs and the new 2020 Remodeling Guides. Volunteers included: Ryan Christopher and daughter, Kinley, Anything on Anything; Jeff Deason and Maranel Schmitz, Solid Ground Remodeling; Allen Deuschle, KC Remodel & Handyman Allen; Gary Duncan, Royal Garage Door; Wendall Gartman, Gartman Remodeling (2 shifts); Stephen Gaylord, Gaylord Glass; Paul Goode, SERVPRO; Jonathan Kelly, Fireplace & BBQ Center; Mike McCrave, CKBR, MKM Home Restoration (2 shifts); Kim Meyers, Top Notch Heating & Cooling; Mike O'Connell, CRS, GCP, Hayes Insulation, Jon Otten, Capitol Federal Savings Bank; Rene Purtee, Arvest Bank; Bill Ruisinger, Paint Pro; Michelle Schneider, PPG Paints; Derick Shackelford, CRPM, CLC, Shack Built; Nick Shepard, KC Home Solutions; Kim Stevermer, CR, CKBR, Stevermer Co.; James Upton and Stephanie Budt, Solid Ground Remodeling; Chris Van Horn, CMP Construction; Jason Wright, CRS, Jason Wright Electric; Grace Young, Teague Electric. Thanks to Phil Steinle and John Ogilvie with Century Marketing for storing and setting up the booth faithfully every show.

Win-Pac…A Step Above

Improve your home's appearance and functionality with Windsor's Win-Pac Sash Replacement Kit. Available in prime wood, aluminum clad or cellular PVC, Win-Pac Sash replaces worn or damaged windows easily and economically. You can even step-up to features like easy-tilt for effortless cleaning.

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Congratulations to our 10 New Certified Members!

Certification is a mark of dedication to the remodeling industry and a member's quest for knowledge. You can study for a certification either through an online class or a local study group. Congratulations to:

1. Nathan Smith, CLC, Mission Kitchen & Bath
2. Ryan Gibson, CRPM, Remodel Moore
3. Brett Schubert, CRPM, Shack Built
4. Nathan Zirkel, CRPM, A to Z Man Construction
5. Rob King, CRPM, Kings Remodel
6. Dustin Strahle, CR, CRPM, Kings Remodel
7. Jimmy Hatley, CRPM, Kings Remodel
8. Bill Ruisinger, CRPM, Paint Pro
9. Tim Jones, CRPM, Architectural Craftsmen
10. Chris Peterson, MCR, CRPM, CLC, Schloegel Design Remodel

NARI Remodeling Done Right.™ KANSAS CITY

It's TIME to put a project on the Remodeled Homes Tour! Tour Committee members, (from left to right), Mary Thompson, CR, CRPM, UDCP, Mellody Jurgeson, and Kelsey Kimble, wore the clocks at the January lunch meeting.

Thanks to Great American Building Materials for being a BUY NARI tabletop sponsor and what fun they had handing out $100 bills! Left to right is Michael Farr, John Amor and Joni Smith.

NARI Remodeling Done Right.™ KANSAS CITY

Thank you to the following NARI contractor members for being a 2020 sponsor:

Master Craftsman

All Current Electric
Architectural Craftsmen
Jason Wright Electric
L Marie Interior Design
Morgan Miller Plumbing
Outdoor Lighting Perspectives
Plumbing Plus
Royal Garage Door
Schloegel Design Remodel
SERVPRO of Leavenworth & NW Wyandotte Co. & West Topeka
Shack Built
Total Home Remodeling

Craftsman

ALH Home Renovations
CHC Design-Build
Heiman Development Co.
Kings Remodel
MKM Home Restoration
Phoenix Renovation & Restoration
Pyramid Roofing Company

Want a Piece of the Pie?

In 2020, the Membership Committee is hosting a member recruitment drive called Piece of the Pie.

The definition of a Piece of the Pie is a share or part of something. For example: "The business owner wanted all of his employees to have a piece of the pie, so he gave them all stock in the company as a holiday bonus."

Kansas City NARI is going to give you $25 CASH and a Tippin's pie when a company joins NARI and lists you as the sponsor! But wait, it gets better! Recruit 1-3 members and get $25 each and 3 pies; recruit 4 members and get $150 and 4 pies; and recruit 5 new members and receive $250 and 5 pies.

Here are the next two member drives:
March Madness Breakfast
Tuesday, March 3 from 7:30 – 9:00 a.m.
Hosted at ProSource of KC West
7240 W. Frontage Rd., Overland Park

NARI Networking Night & Membership Drive
Wednesday, April 8 from 4:30 – 6:30 p.m.
Hosted at Big Bob's Flooring Outlet
10001 W. 75th St., Overland Park

Enjoy food and networking at these events. Invite a prospective member. Kansas City NARI is rolling out a Member Incentive program for 2020. This is your chance as a NARI member to earn CASH and a PIECE of the PIE. If your name is noted on the membership application as the person who asked them to join, you can earn cash and a Tippin's pie.

A drawing for $250 off first year dues will be held at each event for any prospective member who brings a completed application with them. They must be present to win. Both events are FREE to attend but we still need to hear from you if attending. RSVP to kcnari@remodelingkc.com, call 913-362-8833, or go to remodelingkc.com and click on Events to register online.

Going Social with KC NARI!

We enjoyed the Mavericks hockey game and our chili dinner/contest hosted at Factory Direct Appliance, a Ferguson Enterprise, on February 8. Being the competitive folks that NARI member are, we had 6 chili entries and the winners in the People's Choice event were:

1st Place—Sweet Hot Mess Like My Wife from Shawnn Hawkins, BELFOR Restoration

2nd Place— SOL Chili from Ron Webster, Schloegel Design Remodel

3rd Place—Just Yo Average Chili from Kim Gartman, Gartman Remodeling

Thanks to Ferguson Bath, Kitchen & Lighting Gallery for providing Amazon gift cards of $100, $75 and $50 to the chili contest winners.

NARI Kansas City

Kansas City NARI Thanks Our 2020 Corporate Sponsors

Official Sponsor

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Arvest Bank
TimberTech Less Work. More Life.
ProSource Wholesale Floorcoverings of Lee's Summit & KC West
1-877-WRAP-1-UP Wrap It Up!
Great American Building Materials, Inc.
Shamrock Cabinet & Fixtures
Insulation
KC Millwork Co.
ckf
Forest Products Supply Co.

Business Built Together

Kansas City NARI Remodeling Companies Take Regional Honors

The National Association of the Remodeling Industry (NARI) Names 196 Regional CotY™ (Contractor of the Year) Winners

The National Association of the Remodeling Industry (NARI) announced the 196 Regional CotY™ Winners in the 2020 competition, of which 3 winners are members of the Kansas City NARI chapter. Regional CotY Winners now advance as finalists at the national level.

Contractors from seven regions around the country vie for CotY Awards on an annual basis. Regional winners will be honored and National winners will be announced at NARI's Evening of Excellence℠ reception on Friday, April 24 in St. Petersburg.

The Kansas City NARI CotY regional winners are:
Kitchen $30,000-60,000
MKM Home Restoration

Addition $100,000-250,000
KC Remodel & Handyman Allen

Exteriors over $200,000
Johnson County Siding & Window Co.

All projects submitted for judging were an improvement or an addition to an existing structure, with the exception of the Residential Detached Structure category. New construction projects were not eligible.

To be considered for a CotY Award, a company must be a NARI member in good standing. Competing projects were completed between December 1, 2017, and November 30, 2019, and were not submitted in previous NARI National contests. The entries of this year's competition totaled over $97 million worth of remodeling projects.

It's the 11th Annual NARI Float Trip! July 9-12

Join us July 9-12 for the adults only NARI float trip in Steelville, Missouri at the Bass River Resort. Thursday is the travel day, Friday morning is the float, Friday evening is the group dinner... and the rest of the weekend is up to you! Bass River Resort offers campsites, in-ground pool, guided equestrians rides and more! To secure your spot contact Jerry Hillard at jerryh@agmgranite.com

2019 REMY
REMODEL OF THE YEAR

From kitchens and bathrooms to historical renovations and outdoor living, the REMY Remodel of the Year awards from Kansas City NARI represent quality remodeling projects with attention to detail. There were 44 entries and 35 winning projects. The NARI REMY Awards is held annually to honor contractors for their craftsmanship, professionalism and their commitment to excellence in remodeling.

Entries for the 2019 program were judged on a 90-point system that included project overview, before and after photos, budget considerations, overall aesthetic appeal and communication with the homeowner. Winners had to score at least 76 points. All Star Awards were presented to those entries that achieved 85 or more points. Remodeling contractors and design professionals from the Greater Omaha NARI chapter judged the entries this year.

Best of Show awards were presented to 4 of the 35 projects. These four remodeling projects were judged the best in the following categories: Under $75,000, $75,000-$150,000, $150,001-$250,000 and Over $250,000.

Basement Under $100,000
Gold & All Star: KC Home Solutions

Basement $100,000 to $250,000
Gold & All Star: Quality Home Concepts

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Basement $100,000 to $250,000
Silver & All Star: Schloegel Design Remodel

Designs and Plans
Gold & All Star: Schloegel Design Remodel

Bath $25,000 to $50,000
Gold: Shack Built

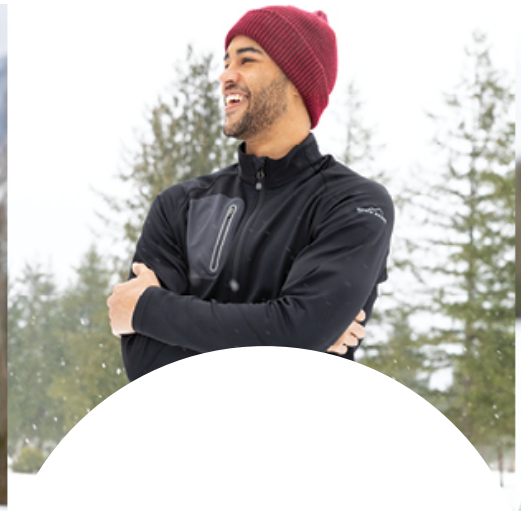
Entire House $500,001 to $750,000
Gold: KC Home Solutions

Bath $75,001 to $100,000
Gold: Hastings Remodeling

Entire House $750,001 to $1,000,000
Gold: Schloegel Design Remodel

Bath Over $100,000
Gold: Schloegel Design Remodel

Entire House Over $1,000,000
Gold & All Star: Renovations by Starr Homes



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Entire House Over $1,000,000
Silver & All Star: Renovations by Starr Homes

Exterior Element
Silver & All Star: Outdoor Lighting Perspectives of Kansas City

Exterior Under $50,000
Gold: Shack Built

Historical Renovation/ Restoration Under $250,000
Gold & All Star: Remodel Moore

Exterior Over $200,000
Gold: Johnson County Siding & Window Co.

Historical Renovation/ Restoration Over $250,000
Gold & All Star: Remodel Moore

Exterior Element
Gold & All Star: NiteLites of Kansas City Outdoor Lighting

Historical Renovation/ Restoration Over $250,000
Silver & All Star: Architectural Craftsmen

8015 Shawnee Mission Pkwy.
Merriam, KS 66202

Address Correction Requested

Kansas City NARI Vision: Kansas City NARI is the premier resource for the remodeling industry and its consumers. All remodelers will want to be part of Kansas City NARI and customers will insist on contracting with our members.

Kansas City NARI Mission: Support member-focused education and encourage business relationships. To fulfill this mission, Kansas City NARI will serve its members by:

- Providing education and certification programs
- Offering networking and marketing opportunities
- Creating a public awareness that makes NARI a household name
- Growing a dynamic organization

Kansas City NARI Motto: Business built together.

Kansas City NARI Values:

- Kansas City NARI is committed to the following values as a measurement of all our actions:
- Member-focused-- Continually expand and/or improve quality services for NARI members.
- Financial Responsibility--Exercise sound financial management in the best interest of our members.
- Community Service—Foster a sense of community within the NARI membership as well as give back to the community in which we live and work.
- Cooperation—Provide an environment in which the members and leaders work cohesively for the betterment of NARI.
- Integrity—Demonstrate ethical business practices by following our Code of Ethics and showing respect for fellow members and the organization.
- Recognition—Honor the traditions that have been established of recognizing members, their companies and their employees for contributing to the professionalism of the remodeling industry.