

REMODELING TO THE HIGHEST STANDARDS

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Great Topic for January 28 Lunch at New Location! 2020: What Worked For Your Company/What Needs Improvement?

It's always wise to reflect on the previous year once a new one begins. This is especially true the year after a pandemic which continues to impact all of us. Our January luncheon speaker, Dan Stalp, President of Sandler Training, will facilitate an interactive mastermind session. During this session you will discover best practices for:

- Leveraging how the pandemic improved your business
- Managing what has disrupted your business
- Focusing on what you have versus what you don't have.

You won't want to miss this one! Dan Stalp has more than 25 years of experience in sales, management, and business ownership from the financial services and sales training industries. Dan has been a member of Kansas City NARI for five years. He co-founded the award-winning employee benefits firm of Dessonville Boler Wood & Stalp in 1993. He remained with his firm until October of 2005, when he joined Sandler Training. Dan began his training in the Sandler Training method in 1995 and experienced first-hand the transformation it had on his attitudes, behaviors and selling skills with his prior business and now as President of Sandler Training.

KC NARI Lunch Fast Facts

Date: Thursday, January 28

Time: 11:30 – 1:00

NEW Location: Doubletree by Hilton, 10100 College Blvd., Overland Park (College and 69 Highway)

Cost: \$30 at the door with ADVANCE reservations; \$35 for those companies needing to be invoiced. **Please Note: All who reserve and don't attend will be invoiced. No walk-ins will be allowed due to limited seating.** A HOT meal will be served.

Deadline for Reservations is January 22. RSVP via e-mail to knari@RemodelingKC.com, call 913-362-8833, or register online. Go to www.RemodelingKC.com and sign up under the Events tab.

Due to COVID, safety precautions will be in place. Masks must be worn during the entire meeting unless you are sitting down to eat. Once your meal is done, masks will need to be worn throughout the meeting. We will have a limited number of seats due to the Johnson County COVID restrictions. We will not be able to accept any walk-ins.

The President's Message

WOW! What a year 2020 turned out to be. This time last year everything looked so rosy. The Chiefs were well on their way to another Super Bowl trophy after a 50 year drought. The economy was one of the strongest it had ever been and even though we were headed into an election, most of us have been there and done that so I felt prepared. Then comes the pandemic, the protests, and the masks.

We all had to adapt our businesses and adjust to the shutdown. Some of us were faced with the challenges of not only managing our business but also trying to implement the new policies of schools, churches, and extracurricular activities into our schedules. I often think that life is a balancing act. How do you balance your beliefs and ideals and not offend someone else's differing beliefs and ideas? For me it really boils down to a very simple idea but one that is sometimes not so simple to implement, respect.

I recall the first meeting I had with our employees after the first announcement regarding the shutdowns. Everyone was given a chance to voice their concerns and propose ideas. We just wanted to do our part to "flatten the curve" and lessen the strain on our first responders and health system. Some thought we were doing too much and others thought we weren't doing enough. We needed to find a balance.

At the end of the day we just had to do our best. Our best should be thinking about those around us and at the same time not losing our sense of purpose or neglecting the responsibilities bestowed upon us.

Personally during this time I was reminded of a poem often attributed to the Shawnee Indian Chief Tecumseh. The short excerpt below is something I frequently reflect upon.

"So live your life that the fear of death can never enter your heart. Trouble no one about their religion; respect others in their view, and demand that they respect yours. Love your life, perfect your life, beautify all things in your life. Seek to make your life long and its purpose in the service of your people. Prepare a noble death song for the day when you go over the great divide.

When it comes your time to die, be not like those whose hearts are filled with the fear of death, so that when their time comes they weep and pray for a little more time to live their lives over again in a different way. Sing your death song and die like a hero going home."

The adversity in 2020 taught us all a lot about business and

leadership. While no one ever wants to encounter adversity, it can strengthen and develop our character so that we are better prepared for the future.



Jonathan Kelly
Fireplace & BBQ Center
913-383-2286
jkelly@fireplacecenterkc.com



News to Know

- Congratulations to Shelby Hickman, Total Home Remodeling, and Anne Hickman, Cass Career Center, on the birth of their daughter, Callie Rae Hickman, born on December 22, weighing in at 5 lbs. 15 oz., 18.5 inches long.
- Looking for employees? Join our Resume Group. We will send out any resume we receive in the NARI office to you if you tell us to add you to the list! Email Gretchen Evans to be added to the Resume Group, kcnarigretchen@RemodelingKC.com
- Do you accept cookies...for reading NARI News? It really is true that cookies can be good for you if you read NARI News. Here's a list of some of the recent NARI News cookie winners: Lynneah Gregory, REconstruct; Stephanie Adams, Scovell Remodeling; Derick Shackelford, CR, CRPM, CLC, Shack Built; and Greg Olerich, SpeedPro Imaging.
- Use the Tour to Showcase Your Work and your Team! The 23rd Annual Remodeled Homes Tour will be held May 1-2, 2021. Enter a project for consumers to visit during the 12-hour Tour...10-5 on Saturday and 11-4 on Sunday. Save money and enter a project by February 26; final deadline is March 5. 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
- NARI membership is a company membership which means you can have multiple contacts from your company at no additional fee! That means you can have your employees receiving the NARI emails, newsletters, etc. If you want to add anyone from your company to the KC NARI database and email list, just email their complete name and their email address to kcnari@RemodelingKC.com

Pending Applications

Erin George LLC
Erin George, Owner
Olathe, KS
Bookkeeping services since 2019

Board Minutes

January—One application was approved. The Board went through committee lists and made sure there was Board representation on each committee. We have purchased a screen so we can use all our AV equipment at chapter meetings and save a huge rental fee each month. The 2021 remodeling guide income will be higher than the budgeted amount.



KANSAS CITY NARI

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Fireplace & BBQ Center

First Vice President

Nick Shepard, CR
KC Home Solutions

Second Vice President

Jason Wright, CRS
Jason Wright Electric

Secretary

Steve Brattin
SVB Wood Floors

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Mary Thompson, CR, CRPM,
Architectural Craftsmen

Directors

Ryan Christopher, Anything on Anything
Lindsay Hicks, Habitat for Humanity of KC

Jon Otten, Capitol Federal Savings Bank
Derick Shackelford, CR, CRPM, CLC,
Shack Built

Mike Totta, Totta Hardwoods

Chair

Judy Transue, CR, CRPM, UDCP
CHC Design-Build



KC NARI MEETINGS:

All meetings will be held via Zoom.

Board Meeting

Wednesday, February 3 - 3:30 p.m.

Jonathan Kelly, 2021 President
913-383-2286, jkelly@fireplacecenterkc.com

Advocacy Committee

Thursday, March 4 - 9:00 a.m.

Peggy Bruce, Chair
913-827-9952, peggy.bruce@vwealth.com

Education Committee

Wednesday, February 10 - 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, February 9 - 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, February 17 - 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, February 9 - 11:30 a.m.

Charlie Schloegel, CR, UDCP, Chair
816-361-9669, Charlie@remodelagain.com

Social Committee

Tuesday, February 2 - 11:30 a.m.

Christine Hawkins, Chair
913-915-9140, christine.hawkins@ferguson.com

Workforce Development Committee

Thursday, February 18 - 8:00 a.m.



Speak Up...Email or Call Your 2021 KC NARI Board of Directors

How can we help your business and what ways can we promote the professional remodeling industry? How can we enhance our motto of Business Built Together? Please send the 2021 Board of Directors an email or call with your comments, concerns, and ideas as they are giving their time to make Kansas City NARI work for you!

President

Jonathan Kelly, Fireplace & BBQ Center
913-383-2286, jkelly@fireplacecenterkc.com

First Vice President

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913-780-4498, nick@kchomesolutions.net

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816-207-5445, jason@jasonwrightelectric.com

Secretary

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913-963-2246, mary@archcraftsmen.com

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913-498-9082, ryan@anythingonanything.com

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816-231-6889, lhicks@habitatkc.org

Jon Otten, Capitol Federal Savings Bank
913-652-2376, jotten@capfed.com

Derick Shackelford, CR, CRPM, CLC
913-603-9903, dericks@shackbuilt.com

Mike Totta, Totta Hardwoods
816-507-5281, mike@tottahardwoods.com

Chair of the Board

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

2021 Chapter Meetings Are Moving to Doubletree by Hilton in Overland Park

We will be hosting our 2021 lunch meetings at the Doubletree by Hilton, 10100 College Blvd., Overland Park (College and 69 Highway). Mark your calendars for the 2021 KC NARI chapter meetings:

Thurs., Jan. 28
Thurs., Feb. 25
Thurs., March 25
Thurs., April 22
Thurs., May 20
Thurs., June 24
Thurs., July 29
Thurs., Aug. 26
Thurs., Sept. 30
Thurs., Oct. 28
Thurs., Nov. 18

Get a Deal with a Meal Deal---Grab a Seat at Every Lunch in 2021!

Sign up for a 2021 Meal Deal and get a seat at each chapter meeting and save 10%. Plus you'll be prepaid for the entire year so you won't have to stand in the check-in line. Your Meal Deal is transferrable to anyone from your company or a guest or prospective member. Let us know if you want the Meal Deal for 2021 and we'll invoice your company \$297.

Are You Experienced and Trusted?

If you are experienced and trusted, then Kansas City NARI has a great opportunity for you! We need members to be MENTORS to new members and to acclimate and educate a new member about everything NARI. This isn't business mentoring, it's NARI mentoring.

NARI staff will take you through a brief mentor training via Zoom and then you'll be ready to mentor a new member. That means you reach out to them via email and phone calls and meet them at a NARI event or for coffee or a beer...your choice.

Please say yes and if you say yes, Jan Burchett will reward you with 2 dozen cookies! Please reach out to Gretchen Evans at kcnarigretchen@RemodelingKC.com

New Year's Resolution...Put a Project on the Remodeled Homes Tour!

- Gain More Leads
- Showcase your Work
- Engage in Face to Face Conversations with Ready to Remodel Consumers
- Grow your Business

Do your projects include:

- Kitchens
- Bathrooms
- Room additions
- Whole house remodels
- Sun rooms
- Three season rooms
- Outdoor kitchens/outdoor living
- Decks
- Landscaping & lighting
- The possibilities are endless for the 2021 Remodeled Homes Tours!

Goals of Tour:

1. Provide a member benefit
2. Promote NARI
3. Host an event that helps write business for our members
4. Make a profit for the chapter
5. Help a charitable organization

Join These Members on the 2021 Remodeled Homes Tour:

- ✓ MSC Enterprises
- ✓ Interiors by Melody
- ✓ Schloegel Design Remodel
- ✓ Brackmann Construction
- ✓ Comfort Remodel
- ✓ Kansas City Remodel & Handyman Allen

23rd Annual Remodeled Homes Tour FAST FACTS

Dates: Saturday and Sunday, May 1-2, 2021

Hours: Saturday 10am-5pm and Sunday 11am-4pm

Tour Entry Fee: \$1100***per home—2nd & 3rd entry \$650 each (3 homes maximum a contractor can have on each Tour)

Early Bird Special: Save \$125 if entry application is turned in by **February 26**

Final Entry Date: March 5

Number of Attendees: Varies according to your location/project...from 200 to 800 in just 12 hours!

****If you have **never** entered a project on the Remodeled Homes Tour, take \$100 off this fee.*

Contractor Benefits:

- Only NARI members can enter a home...a KC NARI member benefit!
- It's a great way to showcase your company and give your employees bragging rights.
- Partner with your subs/suppliers to help offset costs and to help work the Tour.
- Receive a 4-color photo & project write up in the Remodeled Homes Tour program.



BUSINESS BUILT TOGETHER

Resolve to be Involved!

NEW LOCATION for Lunch Meetings

Doubletree by Hilton (College & 69 Hwy.), 10100 College Blvd., Overland Park, 11:30-1:00

Jan. 28, Feb. 25, Mar. 25, Apr. 22, May 20, June 24, July 29, Aug. 26, Sept. 30, Oct. 28, Nov. 18

Electrical 101 Seminar for Field Employees—*offered on 2 Different Days*

[Click Here to RSVP for Wed., Jan. 20](#)

[Click Here to RSVP for Tues., Jan. 26](#)

Jason Wright, CRS, Jason Wright Electric, will present a 1-hour seminar on Electrical 101 for your employees. He will cover:

- What are the most commonly failed inspection reports for electrical and codes for smoke & CO detectors
- The difference from arc fault to ground fault and when they are to be used
- How many can lights or outlets can be on one breaker?
- The basics of a three way switch and how to complete a standard outlet replacement
- How bad is knob and tube and should it always be removed?

Time/Place: 4:30-6:00 p.m. at the NARI office (4:30 p.m. boxed meal; seminar 5:00-6:00 p.m.)

Cost: \$30 per person for education, networking, food... thanks to Outdoor Lighting Perspectives and Hayes Insulation for being our food sponsors.

Thurs., Jan. 28—Lunch Meeting—In Person with Limited Seating!

2020: What Worked For Your Company/What Needs Improvement with Dan Stalp, Sandler Training

NEW LOCATION FOR 2021--Doubletree by Hilton (College Blvd., & 69 Hwy.), 10100 College Blvd., Overland Park

Lunch will be a hot plated meal served by hotel staff.

Time: 11:30-1:00

Cost: \$30 at the door with ADVANCE reservations, \$35 for those companies needing to be invoiced (members only)

Please Note: *All who reserve and don't attend will be invoiced.*

Deadline for Reservations: Friday, January 22

[Click Here to RSVP](#)

Thurs., Feb. 4—Virtual Scavenger Hunt & SUPER Reasons to be a NARI Member!—FREE Event!

Join the Social Committee & Membership Committee at this fun scavenger hunt/member drive and win prizes! Invite another company to attend and join NARI in February. For anyone who attends the virtual scavenger hunt and turns in an

application by February 26, they will be entered into a drawing for \$250 off the 1st year membership dues.

Location: Anywhere you can Zoom from

Time: 5:00-6:00 p.m. [Click Here to RSVP](#)

Thurs., March 4—REMY Awards Evening—Honoring Award Winning Projects

NEW Location: *Doubletree by Hilton (College Blvd., & 69 Hwy.), 10100 College Blvd., Overland Park*

Time: 6:00-8:30 p.m. More Details to Come!

Sat. & Sun., May 1 & 2—23rd Annual Remodeled Homes Tour

What project will you showcase? Need an application or have questions? Email kcnari@RemodelingKC.com

Register for Chapter Events! You can RSVP via email kcnari@RemodelingKC.com or call 913-362-8833 or go to the chapter website RemodelingKC.com & sign up on your own. Under the Events tab, choose event & sign up!

By attending chapter events you agree you have read and understand our Covid disclaimer. For a copy of the Covid disclaimer, email kcnari@RemodelingKC.com Due to social distancing and Covid regulations we will have a limited number of seats at events until further notice so please RSVP today.

Marketing 101...FREE

Interview on NARI Home Time Radio Show?

NARI Home Time Radio show, heard live every Wednesday from 1-2pm on KKLO 1410 AM/92.7 FM is going strong and we need your company to be showcased. Every week the radio show host, Jan Burchett, interviews 2 NARI members. She would love to book your company on one of the upcoming shows. It's an easy conversation between Jan and your company rep. If you are interested in promoting your company and products/services, give Jan a shout via email at kcnari@RemodelingKC.com or call 913-362-8833.

Thank you to the NARI Home Time show sponsors: McCray Lumber and Marvin. Call Gary Cashion at 913-732-3390 to discuss show sponsor packages or email him at garyckklo@gmail.com

Futures Fund Grants Seven Local Schools Money for their Construction Trades Programs

Despite the 2020 COVID business environment and the cancellation of the Futures Fund Topgolf event for fund raising, the Futures Fund Committee is excited to announce that seven grants were given to seven local school districts. The recipients include:

- KCK Community College: \$2000 – training facility
- Northland Career Center: \$3000 – electrical, plumbing, and some remodeling of a project
- Cass Career Center: \$3324.80 – student equipment, safety
- Bonner Springs High School: \$489.70 – materials and equipment
- Liberty High School: \$2500 – equipment to learn how to use common tools on a job site and build dog houses that mimic modern homes
- Excelsior Springs Area Career Center \$1000 – electrical materials for Shannon’s House Project
- Van Horn High School: \$1899.34 - power tools to enhance safe work environment

Tips to Ensure Legible Vehicle Lettering Graphics

Article written by NARI member SpeedPro Imaging. Greg Olerich, SpeedPro Imaging, is a member of the Marketing/PR Committee.

If you want to add your personal touch to your vehicle or use it as an on-the-go advertisement for your company, vehicle lettering is a great option. By making your vehicle lettering clearly legible for anyone nearby, you can achieve maximum impact. Our tips can help you create clear, high-impact messages for your vehicles.

What is Vehicle Lettering?

Vehicle lettering is a type of custom vehicle graphics. These letters are printed on vinyl substrates with an adhesive backing. Once installed, the custom printed text has a smooth, paint-like finish on your vehicle.

Whereas vehicle wraps tend to cover large portions of a vehicle and can feature custom vehicle lettering and graphics, vehicle lettering is purely focused on text with no graphics. This makes vehicle lettering a more minimalistic option and a more affordable one. Vehicle lettering can be a very effective marketing tool when you follow our tips.

Tips for Readable Vehicle Lettering

Custom vehicle lettering can help you personalize your vehicle and advertise your company, but your lettering is only useful if people who see your vehicle on the go or parked can easily read the text. To achieve this goal, make sure you follow these guidelines.

1. Use Legible Fonts

With hundreds of thousands of fonts out there, choosing the right font can seem overwhelming. You can narrow your choices down significantly by prioritizing fonts that are in line with your current branding. More importantly, however, the font you use for your lettering should be easily legible.

This means you should avoid ornate fonts that are intended to look like calligraphy or script. These fonts may be interesting to look at, but they will require more time and brainpower to decipher. Instead, choose simple serif or sans-serif fonts that a person can easily read at a glance. Just make sure the font does not distract from the message.

If your logo features a more artistic font that isn't easily readable, you may want to include your logo along with contact information or your web address in a clear, simple font just below the logo.

2. Choose Contrasting Colors

To make your vehicle lettering easily readable, you should choose your colors carefully. This will help you avoid the unfortunate scenario of your lettering blending in with the color of your vehicle. If you're placing your lettering on the body of your vehicle, you need to choose a color that will contrast with your vehicle's paint job.

The most popular colors for vehicles are black and white. If your vehicle is one of these colors, choosing a contrasting color is simple. Generally, the black text creates high contrast with light-colored vehicles, such as white, gray, or silver cars. Likewise, white text is ideal for dark-colored vehicles, such as brown, navy, and black ones. Some people decide to place lettering on a window instead of the vehicle's body. White or other light colors are a good choice for lettering on tinted windows.

If your vehicle is neither dark nor light but more of a vibrant color like red, blue, yellow, or green, you may want to choose a color on the opposite side of the color wheel, known as a complementary color. For example, orange lettering is sure to pop against a blue background.

3. Follow the 10-by-1 Rule for Text Size

The size, or "pitch," of your lettering is also critical for legibility. The governing principle here, simply put, is that the larger the text, the more visible and impactful it will be. However, not everyone has the desire or the budget to create lettering large enough to cover the whole side of their vehicle, for instance. Most people choose vehicle lettering over vehicle wraps because they have a more subtle appearance and are more affordable.

So, how large do your letters need to be in order to be legible for people driving or walking by? A rule of thumb the sign industry uses is the 10-by-1 rule. According to this guideline, letters that are 1 inch tall are readable up to 10 feet away. For each inch you add to the lettering's height, you gain another 10 feet of readability.

A car stopped behind your vehicle at a red light or driving past in the next lane over may not be far, but if you want to gain more exposure from people walking or driving past from a greater distance, you should increase your lettering's pitch accordingly.

4. Keep the Message Simple

Less is often more when it comes to effective advertising, but this is especially the case when you're creating an ad someone may only see for a fleeting moment as they drive past. A similar example is a billboard on the side of the highway. For billboards, experts often recommend the message be limited to seven words. You can use this same guideline for your vehicle lettering.

(continued on next page)

Some people simply use their lettering as a means of branding their vehicles. For branding purposes, all you need is your logo and your slogan if you have one. In addition to this branding, however, many business owners include a clear call to action, such as “Call for a free estimate” with a phone number.

Whatever type of messaging you choose to include, make sure you keep it as straightforward and focused as possible, using the fewest number of words necessary to get the message across. Condensing your message will allow you to print it larger if you want and will help people quickly digest the information even if they only glance at your vehicle for a moment.

5. Place Your Lettering Strategically

Finally, you should install your vehicle lettering in a location on your vehicle where it will get plenty of exposure and be easy to read. You may want to place lettering in more than one location so you attract attention from multiple angles.

Generally, it's best to favor higher portions of your vehicle since this area will be more in line with other drivers' fields of vision. However, on the back of your vehicle, you can place graphics or lettering farther down, such as on the tailgate of a truck, since a driver stopped behind you is as likely to see these messages as they would lettering on the back windshield.

Unlike most advertising surfaces, vehicles have moving parts which can impact your advertisement. Consider how your text will look with your vehicle's doors open, for instance, or the windows rolled down slightly. An installation professional can help you choose the ideal location for your vehicle lettering.

Thanks for Renewing!

The following companies renewed their membership in 4th quarter 2020.

- Aflac Business Solutions 1 year member
- Albert Tamm Lumber Co. 19 year member
- Anything on Anything, LLC 2 year member
- Archadeck 18 year member
- Architectural Granite & Marble 19 year member
- Armstrong Kitchens 25 year member
- Backyard Dimensions 2 year member
- Banner Garage 2 year member
- Bath & Kitchen Idea Center by Grandview Winnelson 14 year member
- Bednar Interiors Remodeling 18 year member
- Bona US 1 year member
- Borger Construction 10 year member
- Braco Stone 9 year member
- Capitol Federal Savings Bank 21 year member
- City Wide Remodelers, LLC 33 year member
- Conley Construction Inc. 1 year member
- Core Bank 1 year member
- Coulston Construction 6 year member
- Deatherage Home Designs 6 year member
- Design Connection Inc. 18 year member
- Eddie Cummings Tile, Inc. 19 year member
- Emser Tile 8 year member
- Eric Kjelshus Energy Heating and Cooling 15 year member
- Faust Construction 7 year member
- Findit Digital 2 year member
- FNBO-First National Bank of Omaha 1 year member

Kansas City NARI Thanks Our 2021 Corporate Sponsors

Official Sponsor	Platinum Sponsor	Diamond Sponsors
 BATH, KITCHEN & LIGHTING GALLERY		
Gold Sponsors		
 BATH, KITCHEN & LIGHTING GALLERY	 	

Business Built Together

Franken-Polli Company 25 year member
Gartman Remodeling 1 year member
GlenRoss Contracting, Inc. 1 year member
Hallmark Stone 16 year member
HearthMasters Inc. 19 year member
Heiman Development Co, Inc. 26 year member
Inspired Closets of Kansas City 1 year member
Interiors by Melody 9 year member
James Hardie Building Products 17 year member
JW Build & Remodel 2 year member
Kansas City Cabinet Supply 13 year member
Kansas City Millwork 29 year member
Kansas City Remodel & Handyman Allen LLC 2 year member
KC RELO Magazine 5 year member
KC Star/Excelerate Digital 8 year member
Kirk's Remodeling & Custom Homes Inc. 9 year member
Legendary Stone 10 year member
LP Smartside Trim & Siding 6 year member
Mercedes Benz of Kansas City 4 year member
Morgan Miller Plumbing 8 year member
Paint Pro, Inc. 19 year member
Phoenix Renovation and Restoration, Inc. 20 year member
PPG Paints 1 year member
ProSource of KC West 26 year member

Pyramid Pipe & Supply 5 year member
Pyramid Roofing Co., Inc. 8 year member
Quality Home Concepts LLC 10 year member
Renovations by Starr Homes 4 year member
Ryan Electric 2 year member
Schloegel Design Remodel 32 year member
SERVPRO of Leavenworth & NW Wyandotte Co. & West
Topeka 12 year member
Surface Service Inc. 13 year member
SVB Wood Floors 11 year member
Titan Environmental Services, Inc. 11 year member
Top Notch Heating & Cooling 1 year member
Total Home Remodeling 14 year member
Urban Tile & Stone 6 year member
Wausau Supply Company 7 year member
Wise Security Systems, LLC 1 year member



NARI Business Tools... Save Time & Money!



NARI members earn an average of \$1,973 each year.

NARI members signed up for the program receive a 2% rebate based on

Rewards Program

purchases you make at The Home Depot. The Home Depot PRO Rebate Program pays out every 6 months (Jan-June and July-Dec) when you spend a minimum of \$12,500. It's literally free money on purchases you're already making.

Additional benefits include:

- Paint/stain discounts
- Volume pricing
- Job site delivery
- Track and code every receipt for 2 years

All NARI members in good standing are eligible for this rebate. Don't miss out on a program that covers the cost of your NARI membership and then some! For details visit www.NARI.org/industry/resources/business-tool

Welcome New Member!

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

GoliathTech KC

Ronnie Settles

10340 Cherokee Ln., Leawood, KS 66206

(816) 332-1300

ronnie@goliathtechkc.com

www.goliathtechpiles.com

Manufacturer and installer of helical screw piles, GoliathTech never stops innovating so that you may benefit from unequalled quality products and services.

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

SUPER NETWORKING, SUPER PRIZES, and Down Right SUPER FUN!

KC NARI will host its first social/member drive event of 2021 virtually on Zoom on February 4 from 5:00-6:00 p.m. and we would love to see you there. You will be able to meet other NARI members for some networking and fun. We will even throw in a virtual scavenger hunt where you can win prizes. "How does a virtual scavenger hunt work?" Join us to find out. It's easy and SUPER FUN!

This is a FREE event for anyone to attend. Attend the event AND submit a membership application by February 26 to become eligible for a drawing for \$250 off first year dues. Drawing will take place first week of March.

Save the Date SUPER Fast and we will see you SUPER Soon!

To receive your Zoom link, RSVP no later than Feb. 1 to kcnari@RemodelingKC.com, or call 913-362-8833, or go to RemodelingKC.com and click on Events to register online.

For an application, visit RemodelingKC.com and click on Industry Professionals, Join Now.

New Member Minute

Stephen Velie, Stephen Velie Home Improvement



Stephen Velie Home Improvement specializes in residential construction and remodeling. Collaboration is one of our biggest strengths as we create custom spaces, kitchen or bath remodels, outdoor living, renovations, and repairs.

svhomeimprovement.com, 913-403-6391

What is something (at work or at home) that you have had to adjust to during the pandemic?

Sharing a home office space with my wife.

What is your dream vacation with no budget constraints?

Barcelona, Spain

What are your top three hobbies?

Wine, cooking and live theater

New Member Minute

Shelby Puetz, Well Appointed Kitchens, Baths, and Designs



Formed by a love of interior design, we love working with bathroom and kitchen remodels by keeping as much of the character of a structure as we can. Marrying in your personality is what really brings a home together!

wellappointeddesigns.com, 316-990-2197

What is something (at work or at home) that you have had to adjust to during the pandemic?

Virtual presentations

What is your dream vacation with no budget constraints?

How can I pick one? I would like to go to Maine in the fall.

What are your top three hobbies?

Antiquing, 5+ mile walks, time with friends & family. Not much for crafts.

New Member Minute

Kyle Benoit, Bordner Home Improvement



Bordner Home Improvement is a home remodeling company with an exterior focus on roofing, siding, windows, and interior bath remodels. We focus on proven craftsmanship, lifetime warranties, and a people focus.

thinkbordner.com, 816-358-2102

What is something you had to adjust to during the pandemic?

I had to focus on bringing in leads without events or a lot of face to face networking. Personally I had to adjust to a lot of extra time at home and took advantage of a lot of outdoor projects I wanted to start and got finished!

What is your favorite local restaurant?

Downtown! The Parlor with their nice open spaces, and eclectic selection of local kitchens is always amazing!

What are your top three hobbies?

Chopping wood on my property, collecting multi-tools, and cigar smoking.

Want a Piece of the Pie?

In 2021, the Membership Committee is hosting a member recruitment drive called Piece of the Pie, a continuation from the 2020 program.

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. We will kick off 2021 with a virtual member drive and social event. Here are the details:

NARI...the SUPER BOWL for Remodeling Pros

Kansas City NARI's SUPER Fantastic Virtual Event

February 4, 2021 from 5:00 – 6:00 p.m. on Zoom



Andrew Hite, Exteriors & Outdoors on NARI Home Time Radio Show



Allen Harris, CR, ALH Home Renovations on NARI Home Time Radio Show



Thank you to the following NARI contractor members for being a 2021 sponsor:

Master Craftsman

Architectural Craftsmen
Jason Wright Electric
Royal Garage Door
Schloegel Design Remodel
SERVPRO of Leavenworth & NW
Wyandotte Co. & West Topeka
Shack Built
Total Home Remodeling

Craftsman

ALH Home Renovations
All Current Electric
CHC Design-Build
Heiman Development Co.
Morgan Miller Plumbing
Outdoor Lighting Perspectives
Phoenix Renovation & Restoration
Plumbing Plus
Pyramid Roofing Company



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.

