

2010

2010 Educational Development Program

*Grow Your People and
SUCCESS Will Follow*



Education Foundation

North American Building
Material Distribution Association

NBMDA Education Foundation Mission Statement:

Dedicated to maximizing the growth and potential of distribution professionals through continuing education and training.



2010 Educational Development Program

The NBMDA Education Foundation's objective has been consistent since its inception: To grow the most important asset of the building products distribution industry — people.

The NBMDA Education Foundation was established in 1987 as a separate entity from the association in an effort to provide the funding necessary to meet the industry's strong need for additional training resources at competitive prices. The objective has been consistent since its inception: To grow the most important asset of the building products distribution industry — **people**. The NBMDA Education Foundation continues to offer cost-effective solutions for employee training which benefits not only the companies that participate, but also the industry as a whole.

Past Successes:

- Branch Manager University program
- Teleconference and Webinar seminar series
- Regional Training workshops
- Distribution Sales Self-Study and Certification program
- *Sales Trainer* newsletter
- University of Industrial Distribution conference
- Operational Performance Report and Compensation Report
- Guest speakers — Fall Convention and Executive Management Conference
- Young Distribution Professionals conference

Future Needs:

- Online educational tools
- Market research on industry threats and opportunities
- Programming maintenance and expansion

Why Should You Invest in Education?

- Stimulated and motivated employees
- Employee retention and recruitment
- Bottom-line returns

Why Should You Support the NBMDA Education Foundation?

- Quality educational tools and resources at *low cost*
- Distribution-oriented programming
- Industry-specific information and market data
- Smarter competitors
- Invest in tomorrow's industry leaders

Complimentary Services Bundled Into Your Donation:

- **Distributors:** Annual donation potentially includes complimentary NBMDA Annual Convention and Tabletop Business Session registration fees, survey fees and Foundation raffle tickets
- **Manufacturers & Service Providers:** Annual donation potentially includes complimentary membership dues, NBMDA Annual Convention and Tabletop Business Session booth and registration fees, Convention speakers sponsorship and Foundation raffle tickets

Value-Added Features of the Donor Sponsorship Program:

- Year-long exposure and special recognition of your firm's support of industry education
- A single invoice a year covers all of your NBMDA expenses
- Multiple opportunities to win \$10,000 in the Annual Foundation Raffle

Manufacturer/Service Provider Program

Gold Level

(Annual Donation: \$11,000)

Complimentary Items Include:

- Annual membership dues (\$2,500 average value)
- One (1) Annual Convention booth (\$2,005 value)
- Two (2) Annual Convention registrations (\$990 value)
- Speaker sponsorship (Annual Convention) (\$2,500 average value)
- Bi-Annual Compensation Report (\$500 value)
- Ten (10) raffle tickets (\$1,000 value)

Special Recognition:

- Logo on Education section of Web site
- Logo on signage at Annual Convention registration desk
- Logo on signage outside of each speaker session at Annual Convention
- Logo in On-Site Convention Program
- Recognition from podium at Annual Convention
- Donor ribbon at Annual Convention
- Recognition at Spring Executive Management Conference

Silver Level

(Annual Donation: \$6,500)

Complimentary Items Include:

- One (1) Annual Convention booth (\$2,005 value)
- Two (2) Annual Convention registrations (\$990 value)
- Five (5) raffle tickets (\$500 value)

Special Recognition:

- Name listed on Education section of Web site
- Name listed on signage at Annual Convention registration desk
- Name listed in On-Site Convention Program
- Recognition from podium at Annual Convention
- Donor ribbon at Annual Convention

Bronze Level

(Annual Donation: \$3,000)

Complimentary Items Include:

- Two (2) raffle tickets (\$200 value)

Special Recognition:

- Name listed on signage at Annual Convention registration desk
- Recognition from podium at Annual Convention
- Donor ribbon at Annual Convention

Distributor Program

Gold Level

(Annual Donation: \$3,500)

Complimentary Items Include:

- Two (2) Annual Convention registrations (\$990 value)
- Bi-Annual Compensation Report (\$200 value)
- Annual Subscription to NBMDA Financial & Industry Benchmark Program (\$395 value) *NEW!*
- Five (5) raffle tickets (\$500 value)

Special Recognition:

- Logo on Education section of Web site
- Recognition from podium at Annual Convention
- Donor ribbon at Annual Convention
- Recognition at Spring Legislative Conference

Silver Level

(Annual Donation: \$2,500)

Complimentary Items Include:

- Annual Subscription to NBMDA Financial & Industry Benchmark Program (\$395 value) *NEW!*
- Three (3) raffle tickets (\$300 value)

Special Recognition:

- Name listed on Education section of Web site
- Recognition from podium at Annual Convention
- Donor ribbon at Annual Convention

Bronze Level

(Annual Donation: \$1,500)

Complimentary Items Include:

- One (1) raffle ticket (\$100 value)

Special Recognition:

- Name listed on Education section of Web site
- Recognition from podium at Annual Convention
- Donor ribbon at Annual Convention

GrqW Your People and
Success Will Follow



NBMDA Legislative Conference

NBMDA Annual Convention & Tabletop Business Session

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