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President's message: Success on all fronts

January 09, 2014 - Rhode Island

First, may we all have a very happy, healthy and prosperous New Year in 2014! Things have come together for the Rhode Island Builders Association in a powerful way over the past two years, and we will continue to head upward in the new year.

You'll see that RIBA is starting 2014 with a "bang" in the form of a revolutionary improvement to your member benefits: Free seminars, classes and workshops for members. This will save you hundreds of dollars on education that you need to fulfill regulatory requirements and to improve your business. And it should give your colleagues who don't belong still another reason to join!

Another step to improve your business and yourself in 2014 is to attend the International Builders Show (IBS), February 4 - 6 in Las Vegas. Not only will you experience the world's largest light-construction show, but there will be unique educational and networking opportunities.

RIBA has always had respect and influence on the national level. The more of us who attend the IBS and other NAHB events, the more that respect and influence can deepen.

For RIBA, there were many highlights in 2013, but our improved and expanded Home Show, along with a beneficial year at the State House, truly stand out. Other hallmarks of the year were our ongoing membership drive, complemented by expanded member benefit and recruiting-incentive programs. There also was increased member participation in RIBA's social and networking activities, and in governance.

Increased participation also was evident on the grassroots level as members heeded our call to contact their state lawmakers on issues of concern to the industry. Our legislative success was the result.

As for the Home Show, it continues to expand and improve. Any member who does business with the home-owning public needs to exhibit at the show. Those who already exhibit will tell you that it is one of their prime lead-generators for the entire sales year.

At our annual meeting in October, held at the Quidnessett Country Club in North Kingstown, it was very gratifying for me to lead RIBA in honoring many heroes of success in our association who are seldom or never recognized publically.

So let's keep the RIBA juggernaut rolling in 2014! Keep recruiting and participating, and we'll look forward to more successes in the new year.

Felix Carlone is the president of the Rhode Island Builders Assn.

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