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## **Presidents message: ASM is working onward and upward**

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The economy may be in a slump at the moment, but our association definitely is not! At ASM, we are more active than ever before - working on a host of legislative issues important to our members, and providing a comprehensive menu of educational programs for subcontractors. See our website for information on some of the excellent programs coming up in the month ahead.

As we become more active, word is getting around. More subcontractors are hearing about ASM, calling for information and attending our events. Since the beginning of the year, our membership has been growing so fast we've exceeded our goals for the year and are closing in on a new record - 400 members. It's not that long ago we were an organization half that size. We've come a long way in a few short years.

I want to congratulate our Membership Committee for achieving an impressive 93% retention rate for ASM, and for welcoming 45 new members into the association so far in 2008. I also want to congratulate long time member Frank Smith of Eastern Insurance, who was the first winner of our "New Member Referral Contest," earning a \$500 cash reward for referring 4 prospective members to ASM in the first 3 months of the year. The \$500 cash reward will be given quarterly to the ASM member who earns the most referral points for the quarter.

As is any business, growth is important. The greater our numbers, the stronger our voice on behalf of Massachusetts subcontractors. If you are not yet a member, I urge you to join. From personal experience, I can assure you the information you receive, and the connections you make, will be invaluable to your business.

Scott Packard is president of the Associated Subcontractors of Mass., Boston.

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