



INSIGHTS



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The Member Rebate Program is a **FREE** member benefit of your State Home Builders Association that is available to all active Builder & Remodeler members.



The Member Rebate Program rewards Builders & Remodelers for using any of the 50+ participating manufacturers.

**Over 70%**  
of Participants

Received more than their annual dues to their association last year!

The average rebate per Builder/Remodeler company who participated in 2016

**\$1,206.93**

▶ Visit us online to Register & Claim!  
**HBarebates.com**



Call us Toll-Free: **866.849.8400**

Like Us On **Facebook**



[facebook.com/MemberRebateProgram](https://facebook.com/MemberRebateProgram)

**Take advantage of  
the Member Rebate Program today!**



## INSIGHTS Magazine

This is the first issue of INSIGHTS magazine and we are proud to present it to you. The purpose of this magazine is to offer builder and remodeler members INSIGHTS into both the Member Rebate Program and the participating manufacturers in this member benefit. Distributors and Subcontractors that supply or install these manufacturer brands will also be able to let the builder and remodeler members know where they can buy the products or who can install them into your addresses.

This issue is a start in the process and it is a unique way to advertise. What you will read in this issue should educate the builder and remodeler member on the advantages of using these products and to provide INSIGHTS on why and how they can benefit by doing so in their addresses.

We hope you enjoy this first issue and we are confident that each quarterly issue will continue to impress and inform.

*-Richard & Rich Robinson*

### INSIGHTS: Builder & Remodeler Members

Without affecting your rebate, you are supporting your State and Local Home Builders Association through royalties from the Member Rebate Program.

If you are interested in increasing your rebate by switching to a new Manufacturer, please contact us anytime for an estimated rebate amount.

If you are finding the claiming process difficult, please give us a call. In almost every case we can simplify the process.

### INSIGHTS: Associate Members

By mentioning the Member Rebate Program to your customers, who are members of your Home Builders Association, you are building reciprocity with the builder & remodeler. Every quarter, when your customer receives a rebate check they will think of you, who introduced them to this free member benefit.

The Member Rebate Program can also be used to recruit new members in your Local HBA. If you have a builder or remodeler that buys products from you, that would qualify in the program, they are your perfect prospects.

If you supply or install any of our participating Manufacturers, register to be listed under each brand in our Associate Directory. This lets all builder & remodeler members know where to buy the products, or who can install them, to get a rebate through the Member Rebate Program.

## INSIGHTS: Member Rebate Program



15 years ago, in 2002, Supply and Install LLC was founded by Richard and Rich Robinson to help small to mid-size Builders be rewarded for their loyalty the same way as the largest volume Builders. In 2006, with 12 participating Manufacturers, they partnered with the Pennsylvania and Michigan Home Builders Associations becoming their Member Rebate Program. Today, the Member Rebate Program is a member benefit of 40 State HBA's and over 600 Local HBA's. There are over 50 participating Manufacturers exclusive to their given product category.



Our President, Richard Robinson, is a 2<sup>nd</sup> generation HBA member, Statesman Spike and leading Spike in the history of the NJBA. He is a Life Director on the Board at both Shore Builders Association of Central NJ, the NJ Builders Association and is on the Board of Directors at NAHB. Prior to founding this company, Richard founded a successful chain of lumberyards in New Jersey.

877-476-0011 / [richard@HBArebates.com](mailto:richard@HBArebates.com)



Our Vice-President, Rich Robinson, is a 3<sup>rd</sup> generation HBA member, current Vice Chair of the NAHB Young Professionals Committee, and a member of the NAHB Custom Home Builders Committee. He serves on the Board at Shore Builders Association of Central NJ.

866-849-8400 / [info@HBArebates.com](mailto:info@HBArebates.com)

Together, Richard and Rich understand the importance of recruitment and especially retention in the HBA.

Our Builder/Remodeler manager is Josh Shields. Josh handles our Builder communications.

732-722-8392 / [josh@HBArebates.com](mailto:josh@HBArebates.com)

Our HBA manager is Kim Klein. Kim handles all direct HBA communications.

732-612-3865 / [kim@HBArebates.com](mailto:kim@HBArebates.com)

# Do you want to Start Getting Money for products you already use?



It's Easy as 1-2-3 to participate!

- |   |                         |
|---|-------------------------|
| 1 | Register                |
| 2 | Submit a Rebate Claim   |
| 3 | Receive a Rebate Check! |



## Here are some reasons Builders all over the country are participating in **Member Rebate Program**



*I just got my confirmation for the 2nd Quarter 2014. It will more than pay my HBA dues for the next several years and we have two more quarters to go this year! Well worth spending just a few moments each quarter to pick up this free money. If you're not participating then you are leaving money on the table. Don't let your wife find out what you're losing out on."*

**Drew Retz,**  
Jerry's Homes (IA)



*For a small investment in time, it's well worth applying for the rebate. My rebates average about \$900 per quarter. And once you apply the first time, you look forward to doing it again - especially when you receive that check. In one year, the amount that I get back through this rebate program is more than triple what I spend on membership dues."*

**John Ainslie,**  
The Ainslie Group (VA)

Have a  
testimonial to  
share with the  
membership?

▶ Provide one at:  
[HBArebates.com](http://HBArebates.com)

“

*I had no idea the amount of money I was leaving behind each quarter. It is really nice having this check to look forward to four times a year. Thanks!”*

**Jordan Wheatley, Jordan Wheatley**  
Custom Homes (TX)

“

*I have personally recruited 3 new members into the local HBA using this rebate program as an added incentive last quarter. How can anyone argue free rebates if you're already a member.”*

**Bill Clipse, Meander Homes**  
Construction Inc. (OH)

“

*What a great program! It's so easy to use and get money back from manufacturers for using products. All members should sign up for this program. It not only benefits the member but also the Local & State HBA.”*

**Frank Krause,**  
Krause Construction (SD)

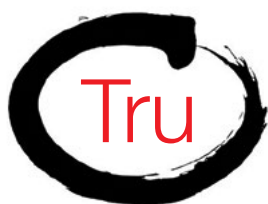
BRAND LEADER

**Builder**

2017



Leadership is an action,  
not a position.



False

Ranking #1 in Brand Used Most and Quality Rating for entry doors is an honor.  
But our work doesn't stop there. Discover new products, builder tools and more at

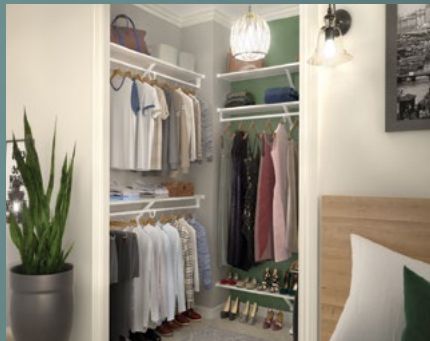
[www.thermatru.com/builder](http://www.thermatru.com/builder).

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DOORS



# EXPRESSSHELF™

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Homeowners love new ExpressShelf™ pre-finished shelf and rod system for its elegance, quality, and convenience. Builders, for its dependability and unprecedented speed of installation – 1 minute per foot with no caulking or painting.

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PROFESSIONAL SERVICES™

  
**EMERSON**

## IBA Member Rebate Program

# Associate Member Directory

The Associate Member Directory is a list of Associate members that supply or install any of the over 50 of the country's leading manufacturer brands participating in the Member Rebate Program. Click the link below to view your HBA member directory or register yourself to be added.



▶ View Your HBA member Directory | [IBArebates.com](http://IBArebates.com)

# Member Rebate Program

Magazine Rates  
Suppliers/Installers



Suppliers / Installers per State	Year Commitment	One Time Rate
Full Page Ad/Article	\$100	\$200





## Place Your Ad Today:

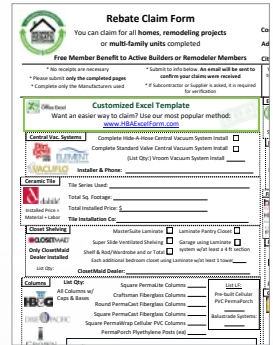
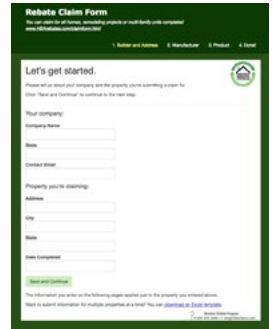
- Let builders & remodelers know where to buy the products that pay them back.
- Exposure to local HBA's in your state for expanded awareness.
- Sell more product to the builders & remodelers in your HBA.
- Direct links to your website and/or contact information right from your ad.
- Distribution to all HBA members in your state.

[HBAmagazines.com](http://HBAmagazines.com)

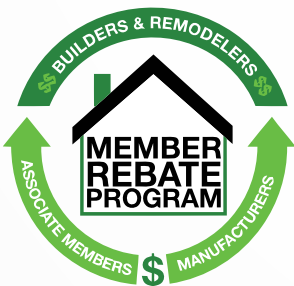
► [Download INSIGHTS Magazine Media Kit](#)

# Steps to Receive Your Rebate Check

1	<p><b>Register:</b> To start receiving your rebate, please register on our website. This tells us where to mail your check. If already registered, skip to the next step.</p>	
2	<p><b>Calendar &amp; Deadlines:</b> View the calendar to determine what you can claim for and when the deadline is to submit.</p>	
3	<p><b>Claim:</b> Every quarter if you have a completed home, remodeling project, or multi-family unit that used any of our participating manufacturers, complete and submit the current Rebate Claim Form.</p>	
4	<p>Once your <b>Rebate Claim</b> has been submitted, please view our Claims Process link on our website for detail on when you will receive your remittance statement and your quarterly lump-sum rebate check.</p>	



► **Contact Us with any questions**  
**HBarebates.com**



## Receive Your Rebate Check!



## Introducing Sherwin Williams



### Company History

Sherwin Williams, "America's Paint Company," is the largest producer of paints, varnishes, and specialty coatings in the United States.

The story of Sherwin Williams began in 1866 when Harry Sherwin and Edward Williams started the company. There was no direct rail service from the East Coast to the West Coast, no automobiles, no airplanes, no telephones, no electric lights, and no ready to use paint. They even had to invent the "paint can."

Today, Sherwin Williams has more than 4,100 stores worldwide. That's more than any other paint company, which means they are there to service your needs, unlike anyone else. With that market coverage, you can feel confident that as your home building business grows and expands, Sherwin Williams will be there for you.

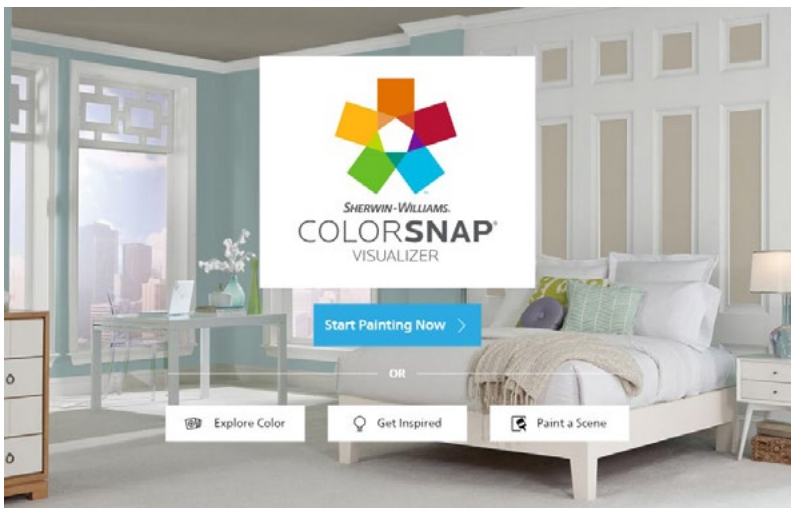
#### Store Locator

To learn more about how you can be rewarded through the Member Rebate Program if using Sherwin Williams paints :

[Sherwin Williams Program Details](#)



#### ColorSnap® Visualizer for Web



#### Builder Service Commitment

- Personalized Service
- Product Expertise
- Delivery/Inventory Mgmt
- Contractor Support
- Product & Application Training
- Color Expertise & Services
- Homeowner Discounts
- Dedicated Store Support

## Why do Manufacturers want to reward me?

Manufacturers recognize that the small to mid-size Builder is the largest segment of the building industry and they are rewarding those Builders with rebates through the Member Rebate Program.

## Do I have to change the way I do business?

You don't need to! You still utilize the same Suppliers and continue conducting your business as usual.

## Must I align with all Manufacturers?

No. However, the more Manufacturers that are used in our program will greatly increase your lump-sum rebate check!

## Do I have to save my receipts?

There are no receipts necessary to process your rebate claim. We have made the rebate program as simple as possible. Instead of receipts, we use our Manufacturer's sales people in your area to check that their products were used.

## Rebate amounts are not listed, can I find them out?

As this is a free member benefit available to all active Builder & Remodeler members, we cannot disclose the specific amounts to the public. Please contact us for a conservative average based on what you are using.

▶ **Read more Frequently Asked Questions**  
**[HBArebates.com/faqs.html](http://HBArebates.com/faqs.html)**



**In today's marketplace, new home buyers will judge a home by its exterior.** And if they don't like what they see on the *outside*, they may never see the *inside*. As a result, garage doors have taken center stage due to their impact on a home's curb appeal, the variety of design options and perceived overall value of the home.

**Low-cost garage door design upgrades** can have a significant impact on a home's curb appeal, and consequently, a home buyer's first impression.

**BETTER CURB APPEAL MEANS...**

- Faster Sales
- Better Selling Price and Margins
- Increased Home Buyer Satisfaction

we believe  
first impressions  
**MATTER**

**DESIGNS TO COMPLEMENT ANY ARCHITECTURAL STYLE AND BUDGET**



*Boosting curb appeal while staying within budget is easy, thanks to Clopay's industry-leading selection of garage door designs, construction materials and insulation options.*



America's Favorite Garage Doors®

**imagine**  
the possibilities.

To learn more about how Clopay can help you sell homes and improve profitability, visit [www.clopay.com](http://www.clopay.com)

# We have what your homebuyers want.



Heatilator Crave

According to homebuyers, fireplaces are the true focal point of the home and add value for your homebuyers for emotional, design and investment reasons.

In fact, according to Realtor.com, fireplaces are the #1 must have item in a home, as well as being one of the most important decorative products in a home, according to both NAHB and Angie's List.

So let Heatilator and Heat & Glo help you! As your trusted partner, we understand what homebuyers are looking for, and the tangible value that the right hearth solution can provide to each and every one of your homes. Whether it's an entry, move-up or custom home, we have the traditional, modern, and outdoor fireplace solutions to help you sell your homes faster, make more money and increase your homebuyer satisfaction.

Visit [pro.heatilator.com](http://pro.heatilator.com) or [pro.heatnglo.com](http://pro.heatnglo.com) to learn what we can do for you.

**heatilator**  
*The first name in fireplaces*

**HEAT & GLO**  
No one builds a better fire





## We make the difference for builders.

How can Delta® Faucet products transform your business? There are quite a few answers to that question. And they're all rooted in our innovative approach to style, technology and support.

### **Our name drives consumer demand.**

For well over 50 years, we've been crafting distinctive faucets and accessories that combine transformative design, breakthrough technologies and dependability. Your potential buyers will appreciate our range of on-trend styles and options—and when they see our brand, they'll know and trust it.

### **Our innovation draws attention.**

We're industry leaders in the identification and satisfaction of consumer needs. Often, that means creating new, up-to-date styles and finishes. At other times, it means offering upgrade opportunities, or finding new ways to make your job easier. Most notably, it means inventing truly revolutionary technologies that anticipate users' desires, capture their imaginations,

and make homes equipped with Delta products stand out boldly from competitors.

### **Our service makes your job easier.**

We value our builder partners. And we're just as committed to meeting your needs as we are those of your buyers. Our national sales force has product training, category knowledge and extensive experience you can rely on—offering swift answers, prompt follow-up and unwavering support.

To learn more about the difference that Delta Faucet can make for you, visit us online at [DeltaFaucet.com/Pro](http://DeltaFaucet.com/Pro).

Delta Faucet Company  
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[deltafaucet.com](http://deltafaucet.com)  
800.345.DELTA (3358)





Add extra living space to the home.

Finishing the bonus room with VELUX roof windows or skylights can add up and offer less cost per square foot for your customers. You will also differentiate yourself from every other builder on the market. And that alone should have things looking up. **Learn more at [veluxusa.com](http://veluxusa.com).**

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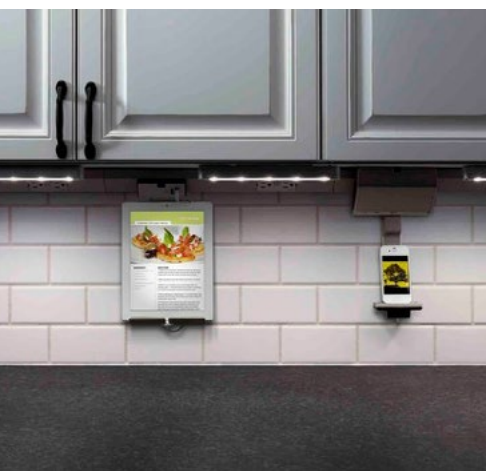


Skylights



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# Participate Today!



## Member Rebate Program

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