



Associate Member Rebate Program

“It’s good business to do business with an Associate Member”



This is the slogan that has been repeated throughout Local HBA’s across the country. Everyone agrees that it is the right thing to do; unfortunately it is only a slogan. The Member Rebate Program has found a way to make that slogan a wise business decision! Your Association can now be the center of business between your Builder and Associate Members.

The Member Rebate Program has been providing Builders and Remodelers rebates from Manufacturers, the same rebates as the “Top-10” National Builders receive, as an exclusive free member benefit of your Home Builders Association. These rebates have proven to move the market to the Manufacturers in the program. Now our Associates will have the same opportunity.



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The fact is that by including the Associate in the Member Rebate Program it will give your Associates a competitive advantage over non-member companies.

- Builders will view the participating Associates as “their network” which will keep their business within the Association.
- Building loyalty to your Association like never before.
- Attracting additional Builders and Remodelers into your Association will become effortless.
- Non-member Associates that start losing business will become your best prospects.
- The program requires little time from your staff. It is totally administrated by the Member Rebate Program.





Program Details

Any Associate company that is a member of your Local HBA can offer any rebate to only active Builder and Remodelers of your Local HBA.

The entire program revolves around membership. The more Associate Members that participate, the more business they will get and the more new members you will attract into the Association. The program is your growth engine and it helps your participating Associates grow as well.

The Builders and Remodelers will receive a lump-sum rebate check each quarter.

It will include a list of the Manufacturers and Associates that have contributed to the rebate check but it does not detail any amounts. By doing this, it gives everyone the benefit of the total and brings goodwill for your Local HBA.

**There is no cost to this program.
In fact, we feel the opposite...**





Program Details

Benefit to your Association: Three “R’s” – Recruitment, Retention, and ... Revenue Share.

The Member Rebate Program recognizes that there is effort on your part to make this successful. Therefore, we will be paying the Local 5% of every Builder and Remodeler Members check that was the result of the Associate program. As you can imagine, this has the potential to be a large source of non-dues revenue!

Participation in the Associate Member Rebate Program will give your Local Association a distinct advantage and a lot of goodwill!



How to get started

This voluntary program is available to all Associate Members from Lawyers, Accountants, Engineers, to material Suppliers.

When one of your Associate Members completes the Participation Agreement, they will send the Agreement to the Member Rebate Program. We will then contact you with the Associates name so you can send them the current list of Builders and Remodelers.

We ask that you send the following link to all of your Associate Members:

www.HBArebates.com/associates.html

The link is a description as well as a presentation about the program.

Your email should be announcing your newest member benefit.





Frequently Asked Questions



Your Associates May Ask

*** Why are we going to do this through the Local HBA, we could do it ourselves?**

- By doing the program through the Local HBA you have a competitive advantage over your non-member competition. All things being equal a participating Associate member is less!
- The rebate amounts from all of our Associates, as well as the Manufacturers, are sent to the Builder as a lump sum. Everyone gets the benefit of the total.
- Doing the program through the Local HBA limits your exposure to only their members. If you do it on your own it will be open to all your customers and lower your total gross profit.
- If you do it yourself, you are not in the program. Your company will not be listed as participating by either the Local HBA or on the Member Rebate Program website.

*** Why is our Local Association using a 3rd party to administer this program?**

The Member Rebate Program is administering this program in over 300 Local Associations in 22 State HBA's. They also administer the State HBA's Manufacturer Member Rebate Program which will be added to the Builders rebate check. This makes the Builders check that much larger and that means more goodwill for all who participate.



Frequently Asked Questions



You Might Ask

Why do I have to send my Associate the list of Builders and Remodelers when they are already a member and have access to the list?

This is a member benefit and only current members can participate. Therefore, you want control over the list of current members.

When will we receive payment?

The Local HBA will be paid, each quarter, after all Builders and Remodelers have been paid.

If a Builder leaves the Association and has money pending, what happens to the money?

If the Member Rebate Program is advised that a Builder or Remodeler has left the Association, we will call the former member and explain that we have a check for them. During the conversation we will mention how much the rebate check is for and that what allows us to send their rebate check is their dues being current in the Association. If we are not successful in retaining the member, we will return the money to the appropriate Associates.

Associate Program Website

Please click on the direct link below for the:

[Associate Website](#)

Member Rebate Program

Associate Member Rebate Program

The Associate Member Rebate Program

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a wise business decision!

Click here for the Presentation about the Associate Program:

[Associate Program Presentation](#)

Click here for the Participation Agreement:

[Participation Agreement](#)

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