



Are you a Sales & Marketing Professional?

The Tampa Bay Builders Association's Sales & Marketing Council (SMC) has nearly 700 members and is comprised of sales & marketing professionals doing business in the Tampa Bay area. Through monthly membership meetings which include networking, dinner and a guest speaker, you come face to face with other likeminded professionals. Joining the SMC, will keep your business growing and your sales up!

Networking- Monthly membership meetings, which include a full hour of networking, followed by dinner and a guest speaker or panel.

Recognition- As an SMC member, you are eligible to participate in the annual *Awards of Excellence* Banquet that recently drew over 500 participants! This elegant event is designed to recognize outstanding sales & marketing professionals in the Tampa Bay area.

Education- Build your professional skills and increase your marketability, by earning Certified Sales Professional (CSP) and/or Member, Institute of Residential Marketing (MIRM) designations, which are offered annually.

Information- Through your local SMC membership, you automatically become a member of the National Sales & Marketing Council. Turn ideas into profits, with the award-winning *Sales & Marketing Ideas* magazine, which you will receive monthly. In addition, you will receive the Association's monthly publication, the *Building Barometer!*

NSMC e/News- You will receive this monthly e-newsletter, which includes NSMC/IRM and NAHB news and industry issues.

Sales and Marketing Channel- Build your skills and enhance your knowledge base by accessing the Sales and Marketing Channel website for free.

Recognition Opportunities- NSMC offers two programs to recognize excellence in sales and marketing- The Nationals and the Million Dollar Circle Awards.

ProNet Jobs- The job service board (www.ProNetJobs.com) allows top builders to find qualified new home sales and marketing professionals across the country.

SMC membership is contingent upon your company being a member of the Tampa Bay Builders Association (TBBA). Annual dues are \$85. For further details, contact Krista Kluding at 873-1000, ext. 419 or at Krista@tbba.net.