

Your Step-by-Step Guide to the NAHB Member Savings Program

Resources to gain, retain and
save members money.



One of the benefits of your NAHB affiliation is the discounts from the NAHB Member Savings Program! The program is a win-win for your HBA and members. Your HBA can earn revenue share while helping and supporting your members with resources to help them finish jobs faster, provide better office support and enjoy leisure benefits through member-exclusive discounts.



In 2022, members saved more than

\$40 MILLION

on automobiles, building products, business services and more.

Average annual revenue share for HBAs with:

≤ 200 members \$1,000 - \$10,000

201 - 599 members \$2,000 - \$14,000

≥ 600 members \$5,000 - \$18,000

*Programs as of 7/5/23. Programs are added throughout the year. Visit nahb.org/savings for up-to-date information.

How can we help our members save?

Share the benefits of the NAHB Member Savings Program with your members! Your members turn to your HBA to find out about member savings and discounts. Use this guide to navigate these conversations and check out the new exciting program partners your members will be happy to see.

Who is eligible to receive these exclusive deals and offerings?

Anyone who is a member! Any individual who joins their local home builders association automatically becomes a member of their state association (if applicable) *and* the National Association of Home Builders (making it a 3-in-1 membership).



What are the benefits of the Member Savings Program?

The Member Savings Program is designed to help YOU and YOUR MEMBERS!

Your HBA is able to:

Generate funds for your association through non-dues revenue share – your HBA receives 20% of all royalties generated from the Member Savings Program. Many participating organizations are earning thousands of dollars each year!

Add value to your membership program to gain new members and retain existing members.

Extend offers to HBA Staff to enjoy these exclusive deals.

Your members:

Save money.

Stay competitive in the market – Puts more dollars in their pockets to focus on other areas of their business.

Enhance their operations – Partnering with the top companies in the industry brings value.

Cover their membership dues by taking advantage of their savings and discounts.

How can our HBA participate in the Revenue Share?

1

Sign Up

Complete and submit the NAHB Revenue Sharing form online nahb.org/savingstoolkit.

2

Meet the Requirements

Once you sign up, you will receive a confirmation email with all the requirements that must be met throughout the year to receive your revenue share.

3

Share the Benefits of Member Savings

NAHB gives you access to the marketing assets you need to launch your member marketing campaign. Visit nahb.org/savingsads to download generic and program-specific ads to use in emails, flyers, social media and more. By informing your members on how to utilize the program benefits, you can boost your potential revenue.

4

Show Me the Revenue!

Watch your non-dues revenue add up over the year until NAHB distributes the revenue share.

- HBAs with 200 members or less generate an average of \$1,000 - \$10,000 per year.
- HBAs with 201-599 members generate an average of \$2,000 - \$14,000 per year.
- HBAs with 600 members or more generate an average of \$5,000 - \$18,000 per year.

SPREAD THE WORD ABOUT MEMBER SAVINGS

Process & Requirements



How do I Spread the Word on the Member Savings Program with Members?

Download and use the generic and program-specific Member Savings ads at nahb.org/savingsads. Use the ads to fulfill requirements, recruit new members, share at new-member orientations, for inserts with mailed membership due notices, use at member engagement campaigns, social media and much more.

Submit Promotion Verification every quarter and continue to meet these requirements:

- A link to the NAHB Member Savings Program website (nahb.org/savings) must appear on the HBA's home page and/or member benefits page (if applicable).
- Member Savings Program information and generic and/or program-specific ads must be included in at least four member e-newsletters or emails and printed newsletters or magazines (if applicable) throughout the year.




Your HBA's Potential Assets	Broadcast Member Savings	When to Share Member Savings
HBA Website Home Page	Generic ad that links to: nahb.org/savings	Year-round
HBA Member Benefits Website	Generic ad that links to: nahb.org/savings	Year-round
HBA e-Newsletters	Generic and/or individual programs your HBA agrees to share. Find the ads and links on: nahb.org/savingsads	Quarterly
HBA Printed Newsletters or Magazines	Generic and/or individual programs your HBA agrees to share. Find the ads on: nahb.org/savingsads	Quarterly
Social Media	Generic and/or individual programs your HBA agrees to share. Find the ads and links on: nahb.org/savingsads	Recommended based on platforms your HBA utilizes, but not required



How can our HBA participate in the Revenue Share?

Each program partner has a special link for HBAs and their members to access the Member Savings Program discounts. You can find all program ads and links at nahb.org/savingsads.

Member Savings Program	Ad to Promote Savings	Website Link
	Yes	lowes.com/nahb
	Yes	nahb.org/t-mobile
	Yes	grow.rho.co/nahb
	Yes	farmersinsurancechoice.com/nahb
	Yes	avis.com/en/association/G572900
	Yes	budget.com/en/association/Z536900
	No	nahb.org/ConstructionJobs
	Yes	dell.com/nahb
	No	nahb.org/goodyear

Member Savings Program	Ad to Promote Savings	Website Link
	No	go.heartlandpaymentsystems.com/nahb
	No	nahb.hotelplanner.com
	Yes	houzz.com/for-pros/nahb-discounts
	Yes	memberdeals.com/nahb
	Yes	nahb.org/nissan
	Yes	officediscounts.org/nahb
	Yes	ringcentral.com/nahb
	Yes	savewithups.com/nahb
	Yes	usbank.com/voyager-mastercard/nahb

How do I submit promotion verification to ensure revenue share?

Each quarter to share the program you must:

- Submit the HBA Promotion Verification Submission form located on nahb.org/savingstoolkit. (Must be logged into your NAHB account.)
- Upload screenshots or digital copies of each promotion.
- Submit all the information by the due date (see dates in chart below).

Dates of Promotion	Promotion Verification Due Date
First Quarter (January – March)	April 1
Second Quarter (April – June)	July 1
Third Quarter (July – September)	October 1
Fourth Quarter (October – December)	January 2

When do I receive non-dues revenue from the HBA Revenue Share Program?

Once NAHB verifies all your promotions, payments are paid by May of the following year. For example, if you earn revenue share in 2023 you will receive the revenue share by May 2024.

PROGRAM PARTNERS & OFFERINGS

All the Ways to Save.

Business Savings

NAHB partners with leading suppliers to bring members great savings on services to meet their business needs and help them work smarter and more efficiently.

	14	HotelPlanner	22
	15		23
Rho	16		25-26
	17		27
	31	RingCentral	28
	19		29
GOODYEAR	20	VOYAGER	30
Heartland	21		

Personal Savings

NAHB offers members savings on everyday products and services. Explore these benefits and savings already included in your membership.

	17	GOODYEAR	20
AVIS	18	HotelPlanner	22
	18	MemberDeals <small>EXCLUSIVE MEMBER ONLY OFFERS</small>	24
	19		27
			29

lowes.com/nahb

nahb.org/T-mobile

How Members Save

Members save with Lowe's Pro Business Credit Cards. Open or connect your Lowe's Commercial Credit Account (LCA) or a Lowe's Business Advantage (LBA) Credit Account to NAHB with promo code - **C001**

- Members receive an additional 2% monthly statement credit.
- NAHB Members receive 7% in total savings (5% discount for Lowe's cardholders + 2% NAHB Member savings).*

Join NAHB in your Lowe's Pro Account to save additional 5-10% Online. Use organizational code **NAHB1** as the pro account ID.

- Lowe's Pro Account members save on bulk in-store purchases for more than \$1,500.
- Members save an additional 10% - 50%.*

Convert your personal Lowe's account to a Lowe's Pro Account*

1. Go to lowes.com/u/login/account/upgrade.
2. Click on the "Convert to a Pro Account" or "Create a Separate Pro Account".
3. Input your information.
4. Select option three (3) to "Join an Existing Organization".
5. Enter Pro Account ID **NAHB1**.
6. Continue entering your business information .
7. Once complete select "Convert Account".

How Members Save

Receive premium benefits like:

- 5G access with eligible plans to spend less and innovate more.
- **Plans start as low as \$25/month.**
- Productivity on-the-go.
- Simple, flexible pricing with Price Lock guarantee.
- Transparent billing.

Ready to get started? Visit nahb.org/T-Mobile.



grow.rho.co/nahb

farmersinsurancechoice.com/nahb

How Members Save

Simplify your finances and find all your business finance tools under one roof and without ACH, wire or transfer fees.

- 1.75% cash back on Rho Corporate Cards.
- Exclusive member offer of \$750 cashback bonus after spending \$10,000 within 90 days after account opening.



How Members Save

Members save on:

- Auto, home and renter's insurance.
- Bundle auto and home insurance to save even more with Farmers GroupSelect.

Visit farmersinsurancechoice.com/nahb or call 833-984-4484 to learn more.



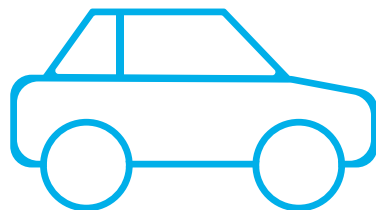
[avis.com/en/association/G572900](https://www.avis.com/en/association/G572900)
[budget.com/en/association/Z536900](https://www.budget.com/en/association/Z536900)

[dell.com/nahb](https://www.dell.com/nahb)

How Members Save

Members save on rental vehicles from Avis and Budget.

- Use the association links for Avis or Budget.
- Choose the “Pay Now” option for automatic savings.
- Vehicle rentals must be made online.



How Members Save

Members save on Dell computers, products and other technology.

1. Visit **dell.com/nahb** to sign up for automatic additional savings of 5 – 10% or to see current promotions.
2. Schedule a free member audit of your equipment.



nahb.org/goodyear

go.heartlandpaymentsystems.com/nahb

How Members Save

Save 5% - 10 % automatically when you use your email.

1. Go to **nahb.org** and log in or create an account.
2. Contact **helpdesk@nahb.org** to connect your membership with your account.
3. Then go to **nahb.org/goodyear**.
4. Click on the link “View Goodyear Offerings”.
5. Input your vehicle and watch the savings stack up.



How Members Save

Members save on services customized for their business needs like:

- Payment processing.
- Payroll services.

Contact 1-800-613-0148 to learn how much you can save.



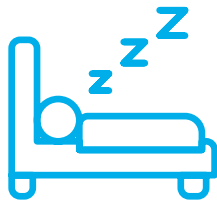
nahb.hotelplanner.com

houzz.com/for-pros/nahb-discounts

How Members Save

Save up to 65% when booking hotels.

1. Go to **nahb.org/savings**.
2. Click HotelPlanner “Learn More”.
3. Input the location, hotel or dates you’re looking for to see the savings.



How Members Save

Save up to 30% on Houzz Pro subscriptions that fit your business needs!

1. Go to **houzz.com/for-pros/nahb-discounts**.
2. Create or log into your account and see the ways you can save.



memberdeals.com/nahb

nahb.org/nissan

How Members Save

Get access to special NAHB Member discounts and exclusive entertainment and travel offers including theme parks, movie tickets, concerts, shows, water parks, rental cars and more! Also includes Sam's Club discounts!

1. Go to nahb.org/savings.
2. Go to MemberDeals and select "Learn More".
3. Check out the offerings.

Sam's Club Savings*

1. Go to nahb.org/savings.
2. Go to MemberDeals and select "Shopping Deals".
3. In the search area input "Sam's Club".

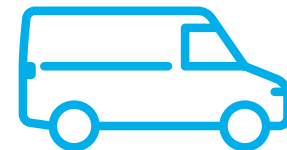
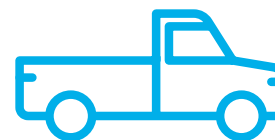
*Must be a Sam's Club Member to take advantage of the discount.



How Members Save

Save \$600 - \$5,400 on purchased or leased fleet vehicles. Must be purchased by a business.

1. Fill out the Proof of Membership form online at nahb.org/nissan or with your local association.
2. Contact Nissan Commercial Account Representative in your region (listed on next page) to find the right dealer for you.
3. Bring Proof of Membership to the Nissan dealership **prior** to purchasing the vehicle.



nahb.org/nissan

officediscounts.org/nahb

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Regional Nissan Commercial Account Representatives

Southeast (VA, NC, SC, GA, FL, AL, TX): Contact Mark Namuth at mark.namuth@nissan-usa.com or 615-627-6250

Northeast (MD, NJ, NY, NH, VT, MA, ME, DE, RI): Contact Joe Montague at joseph.montague@nissan-usa.com or 609-578-8035

Midwest (PA, WV, KY, OH, MI, IN, IL, WI, MN, IA, ND, SD, NE) Ross Friedmann at ross.friedmann@nissan-usa.com or 615-426-0589

Southwest (MO, KS, OK, TX, NM, CO, WY): Contact Damian Herd at damian.herd@nissan-usa.com or 615-319-0680

West (AZ, UT, ID, MT, NV, CA, OR, WA): Lan Trinh at lan.trinh@nissan-usa.com or 615-764-9122

Eligibility & Restrictions

Purchase must be on an eligible Nissan model (visit nahb.org/nissan to view eligible Nissan models):

- Vehicle being purchased or leased must be registered in the name of the business.
- NAHB member must provide proof of membership letter to the dealer prior to purchase to receive this offer.
- Incentives are not stackable with other offers.
- Incentives cannot be received as cash.
- This offer is not available on prior purchases.

How Members Save

Savings of up to 75% when you shop online or pick up in OfficeDepot Stores.

1. Go to officediscounts.org/nahb.
2. Click “Shop Online”.
3. Click either “Log in” or “Register”.
4. See up to 75% off store pickup or online orders.





RingCentral



ringcentral.com/nahb

savewithups.com/nahb

How Members Save

Members save on their business phone needs with RingCentral.

- Save 15% off RingCentral MVP Plan.
- \$50 off any RingCentral Phone.

Visit ringcentral.com/nahb or call 800-417-0930.

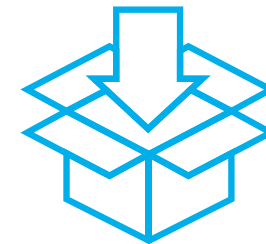


How Members Save

Save on Domestic, Ground, Freight and more. Members have access to new and improved flat discount pricing with savings of:

- 50% on Domestic Next Day/Deferred.
- 30% on Ground Commercial/Residential.
- Up to 50% on additional services.
- Members can use the UPS Smart Pickup® service for free.

Go to 1800member.com/nahb and select “Start Saving” or if you already have a UPS account, call 1-800-MEMBERS (1-800-636-2377) to connect your current account to the NAHB discount.



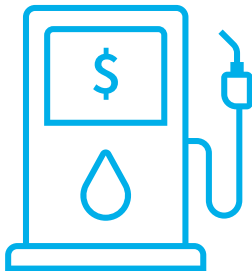
usbank.com/voyager-mastercard/nahb

nahb.org/ConstructionJobs

How Members Save

Save on fuel for your fleet with a Voyager fuel credit card.

- No card set up fees.
 - Fuel discounts through Voyager Mobile App.
 - Purchase controls for your business to minimize risk.
1. Go to **usbank.com/voyager-mastercard/nahb**.
 2. Request a Voyager application be sent to you via email.



How Members Save

Save 20% off standard rates for job postings.

1. Go to **nahb.org/ConstructionJobs**.
2. Create an account or log in.
3. When creating a job posting enter code **NAHB**.



GET IN TOUCH

Have questions or want us to attend your next membership meeting?



CONTACT:
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Have ideas to improve the program or new companies you'd like to see in the program?



CONTACT:
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