

**THIS IS
NEW.**

**THIS IS
DIFFERENT.**

**THIS IS
BETTER.**

**Put Your New DHI Distributor
Corporate Membership to
Work for You.**



New Day/New DHI = Improved Performance!

DHI's New Distributor Corporate Membership Structure Can Be Optimized to Your Company Needs

With your new DHI Distributor Corporate Membership, you can build your team of industry professionals within your company and provide them with the tools and resources they need to succeed and help your business advance to the next level. With five tiers of discounted membership pricing,

based upon the number of employees you wish to engage, you're sure to find an offering that suits your company's size and budget. Your employees will then be provided with everything they need to keep up with our evolving industry while pushing your business ahead of the rest.

Your new DHI distributor corporate membership structure can help.



DHI EDUCATION AND CERTIFICATION

Education and Certification are the foundation to becoming a Door Security + Safety Professional and remaining knowledgeable about the newest technical advancements in the industry. Build a team of knowledgeable, valuable and respected professionals.



DHI NETWORKING OPPORTUNITIES

From National and Chapter events, conventions, conferences, and summits, to our Technical Schools, DHI offers exciting events to expand your network and develop resources for success.



DHI BUSINESS/TECHNICAL RESOURCES AND COMMUNICATIONS

Our vast library of resources and regular communication vehicles provide you with the necessary tools to be a respected professional by expanding your knowledge base, enhancing your employees' careers and growing your business.



Traditional Classes
Build Technical Worth



DHI Certifications
Set the Market Standard



Online Courses
Maintain Technical Accuracy



Multi-tiered Credential + Certification Program
Build a Market-Relevant Team



National, Regional, and Local Sponsored Events
Gain Industry Insights from Experts



Facilitated Meetings with Suppliers and Prospects
Develop a Community of Resources to Advance



Door Security + Safety
Become a Thought Leader



Biweekly e-newsletters
Adjust Early to the Trends



Technical Webinars
Elevate Above the Competition



Technical and Management Articles
Improve Performance and the Bottom Line

When your distributor company becomes a corporate member, your business and one executive level member will receive:

- ✓ An extensive company listing including employee certifications in DHI's online search engine
- ✓ Exclusive access to a library of webinars focused on business management topics
- ✓ The Distributor Profit Performance Report, which details critical industry profit performance ratios with comparisons by size and geographic regions
- ✓ The Distributor Profit Improvement Profile, a confidential performance analysis of your company compared to the industry, with suggested areas of improvement
- ✓ The Employee Compensation Report, a biannual industry review with comparisons to over 2000 companies in 30 similar lines of trade
- ✓ Access to the Profit Planning Group, a consultant for small to midsize business profit planning
- ✓ Exclusive access to our resource library of archived business reports and information that includes:
 - + Distributor Profit Performance Reports
 - + Employee Compensation Reports
 - + Profit Improvement Reports
 - + Small Business Legislative Council (SBLC) legislative reports
 - + Financial Trends in Distribution Reports
 - + Previous Forum for the Future Industry Research, Reports and Presentations
- ✓ Input to content development at annual Management Summit and Forum for the Future Events
- ✓ Free access to electronic Fire Door Inspection Forms (must employ an FDAI)
- ✓ Complimentary access to the National Association of Wholesaler-Distributor-NAW member benefits
- ✓ Exclusive monthly legislative updates and detailed explanations of small business federal legislation being debated and approved – produced by Small Business Legislative Council legal staff
- ✓ Exclusive business resources and discounted services:
 - + Altus Global Trade Solutions: A collections firm successful in cutting clients' recovery costs in half
 - + Telecom Insurance Services: Business insurance offerings with an exclusive Errors & Omission insurance policy
 - + ConsensusDOCS: Standardized contracts developed by over 40 construction associations such as the American Subcontractors Association and recommended by the Associated General Contractors of America
 - + Distribution and Manufacturing Software Guides: Research on software packages in the distribution industry which compares features, vendors, and applications

Each individual member under your distributor corporate membership tier will receive:

- ✓ Discounted member pricing on education, industry events, and technical resources
- ✓ Discounted member pricing for classified advertising on DHI's Career Center online job board
- ✓ Print and digital editions of *Door Security + Safety* monthly magazine
- ✓ Subscription to IndustryWatch bi-weekly e-newsletter and news feed
- ✓ Access to DHI's resource library, including *Door Security + Safety* magazine, technical articles, webinars, and micro-learning sessions

One executive-level member in each company will have sole online access to the business-level benefits. They may share these benefits within the company as they see fit.

A DHI Distributor Corporate Membership comes with perks. **A LOT OF PERKS.**

With Five Tiers of membership, the more members you have, the less you pay per member!

DISTRIBUTOR CORPORATE MEMBERSHIP PRICE GUIDE

TIER ONE – \$800

Includes 2 Individual Memberships (Executive + one)

TIER TWO – \$1350

Includes 3 to 5 Individual Memberships (Executive + four)

TIER THREE – \$2000

6 to 9 Individual Memberships (Executive + eight)

TIER FOUR – \$3000

10 to 19 Individual Memberships (Executive + 18)

TIER FIVE – \$5000

20 to unlimited Individual Memberships (Executive + 19 or more)

Start improving your bottom line results with DHI Distributor Corporate Membership Benefits. Call 703.222.2010 or email us at membership@dhi.org today!

Put a Distributor Corporate Membership to work for you and your company.

DHI will:

PREPARE

your team to meet their daily challenges

PROVIDE

your team with product and code-related education, industry trends information, and certification of their knowledge and skills

PROMOTE

your team's unique expertise through advocacy to the building design and construction community



DHI membership is a valued experience here at Walters & Wolf Interiors and this new offering allows us to provide more of our employees with individual membership than ever before. I would encourage other business owners to look at this new offering as a chance to invest in the future of their company while shaping the future of our industry with well-trained door security + safety professionals.

Richard P. Calhoun, AHC, FDAI | *President Walters & Wolf Interiors, Fremont, CA*