



The Washington Metropolitan Sales and Marketing Council (WMSMC) is dedicated to providing opportunities to the members of NVBIA and MBIA to enhance skills, encourage growth and strengthen relationships in the housing industry.

Whether you're a builder, new home sales or marketing professional, realtor, market researcher, or any other new home marketing-related business, joining the WMSMC will help keep you and your business growing. As a member, you'll receive many valuable benefits and services. The WMSMC is on the cutting edge of industry and market trends—and you can be too!

CONNECT WITH PEERS & INDUSTRY LEADERS—Network with colleagues and industry leaders at WMSMC, NSMC and IRM events, seminars, and educational programs held across the country and at the International Builders' Show.

PROMINENT NATIONAL AFFILIATION—When you join the WMSMC you automatically become a paid member of the National Association of Home Builders National Sales and Marketing Council and become eligible for numerous other benefits.

MEMBERSHIP APPLICATION

REMAIN COMPETITIVE WITH CUTTING EDGE INFORMATION in Sales + Marketing Ideas Magazine— Stay up-to-date with the valuable sales and marketing information in each issue of the award-winning Sales + Marketing Ideas magazine. This magazine features the latest information on market research, advertising, marketing plans, model merchandising, sales and sales management, and more.

RECOGNITION FOR YOUR ACHIEVEMENT— Enter the Great American Living Awards (GALA), the annual regional building industry competition, which recognizes the achievements of the best of the best in the sales and marketing profession. Also, you are eligible to enter "The Nationals" - The National Sales and Marketing Awards, the largest and most prestigious national sales and marketing competition in the industry. The Nationals recognizes those who have demonstrated a commitment to innovation and imagination.

DEVELOP CREDIBILITY AND BUILD CONFIDENCE— Build your professional skills and increase your marketability by earning and marketing designation through the IRM, CSP, MCSP, and CMP. Gain respect among your peers, employers and clients. The country's top experts in new home sales and marketing developed these comprehensive designation courses.

Send this form via Fax or Email to 703.991.1398 or MAshman@nvbia.com.

**Or Mail along with payment to: NVBIA
3684 Centerview Drive, Suite 110-B,
Chantilly, VA 20151.**

WMSMC membership is an INDIVIDUAL membership and your company **MUST** be a member of NVBIA or MNCBIA to participate. **Annual dues are \$97.**

Name

Company Name

Job Title

Mailing Address

City, State, Zip

Phone

Fax

Email address

Method of Payment

Check

Discover

Visa

MasterCard

American Express

Exp. date

Credit Card #

Signature

Name on Credit Card

Cardholder's Billing Address

City

State

Zip