



## UPCOMING EVENTS

**MARCH 3, 2009**

**INSTRUCTOR CERTIFICATION**  
ABCIL Office

**MARCH 18, 2009**

**PLANNING FOR SUCCESS SEMINAR**  
ABCIL Office

**MARCH 19, 2009**

**EDUCATION COMMITTEE MEETING**  
ABCIL Office

**MARCH 19, 2009**

**CHICAGOLAND AFTERHOURS**  
ABCIL Office

### PAYING TOO MUCH FOR WORKMAN'S COMP INSURANCE?

CALL ROB WINCHESTER TO SEE  
HOW YOU CAN SAVE 10%!!

### SUBSTANCE ABUSE PREVENTION PROGRAM (SAPP)

NEED TO COMPLY WITH THE NEW  
SUBSTANCE ABUSE PREVENTION  
LAWS?

**WE CAN HELP! CONTACT THE  
ABCIL OFFICE TODAY!**

**THE ELK GROVE OFFICE HAS  
MOVED!**

**WE ARE NOW LOCATED AT:  
1541 ELMHURST RD.  
ELK GROVE VILLAGE, IL  
60007**

Associated Builders & Contractors –  
Illinois Chapter  
1541 Elmhurst Rd.  
Elk Grove Village, IL 60007  
V: (847) 709-2960 F: (847) 709-2970  
[www.abcil.org](http://www.abcil.org)

# MERIT UPDATE

MARCH 2, 2009

## RENEWALS

### WHY YOU SHOULD RENEW YOUR MEMBERSHIP:

- **ADVOCACY FOR OPEN COMPETITION AND FREE ENTERPRISE**
- **STRENGTH IN NUMBERS AND EXPERTISE WHEN FIGHTING THE UNIONS**
- **BUSINESS DEVELOPMENT AND NETWORKING OPPORTUNITIES**
- **APPRENTICESHIP TRAINING AND EDUCATIONAL SEMINARS**
- **LEGISLATIVE AND POLITICAL ACTIVISM**
- **AFFINITY PROGRAMS THAT SAVE YOU MONEY**

**VISA, MASTER CARD, DISCOVER, AND AMERICAN EXPRESS ARE ACCEPTED.**

IN TODAY'S ECONOMY WE UNDERSTAND THAT SOME MEMBERS MAY BE HAVING FINANCIAL DIFFICULTIES. **WE CAN HELP! CALL LISA AT THE ABCIL OFFICE TODAY TO WORK OUT A PAYMENT OPTION. CALL THE ABCIL OFFICE TODAY TO RENEW YOUR MEMBERSHIP 847-709-2960**

## ABCIL SOCIAL NETWORKING EVENT

Network with members, guests, and staff while enjoying food from all five hearty appetizer stations!

*Where:* ABCIL Office  
1541 Elmhurst Rd.  
Elk Grove Village, IL

*When:* March 19th  
6:00 PM

*Cost:* \$25.00 per person  
(includes food and your choice of beer, wine, pop, or water)

**To Register please fill out the attached form and fax to (847) 709-2970 or email to Lisa at [lisa@abcil.org](mailto:lisa@abcil.org)**

## ABC NATIONAL WEBINARS

### **THE BUSINESS DEVELOPMENT BLUEPRINT: HOW TO SECURE CLIENTS AND WIN WORK**

THIS WEBINAR PRESENTS A STRATEGIC AND PRACTICAL APPROACH TO GROW YOUR BUSINESS THROUGH A SUCCESSFUL BUSINESS DEVELOPMENT PLAN, INCLUDING NEED-TO-KNOW MARKETING, SELLING, SERVICE AND SALES MANAGEMENT STRATEGIES. YOU WILL LEARN HOW TO DEVELOP NEW OPPORTUNITIES AND PROACTIVELY TARGET POTENTIAL CUSTOMERS, AS WELL AS IDENTIFY AND APPLY WAYS TO INCREASE SALES FOR YOUR COMPANY.

WHEN: **TUESDAY, MARCH 17, 2009**      TIME: **10 A.M. (CT)**  
LENGTH: **75 MINUTES**                      SPEAKER: **DOUG JONES, OWNER, POWERBD**  
COST: **\$129**

### WHO SHOULD PARTICIPATE

OWNERS, BUSINESS DEVELOPMENT PROFESSIONALS. PROJECT MANAGERS, EXECUTIVE MANAGEMENT, STAFF THAT HAS DIRECT CONTACT WITH CUSTOMERS OR POTENTIAL CUSTOMERS.  
**REGISTER ONLINE NOW!**

### **2009-2010 ABCIL DIRECTORY**

PROMOTE YOUR BUSINESS IN THE **ONLY MERIT SHOP TRADE DIRECTORY IN ILLINOIS!** INCREASE YOUR VISIBILITY TO NEW BUSINESS PROSPECTS. **DON'T LET YOUR CHANCE AT BUILDING MORE BUSINESS PASS YOU BY, ADVERTISE TODAY!**

TO ADVERTISE PLEASE RETURN YOUR CONTRACT BY:  
MAIL: **1541 ELMHURST RD. ELK GROVE VILLAGE, IL 60007**  
EMAIL: [LISA@ABCIL.ORG](mailto:LISA@ABCIL.ORG)  
FAX: **(847) 709-2970**

**CONGRATULATIONS CORNERSTONE BUILDERS AND DEVELOPERS IN PEORIA, IL ON WINNING THE \$500.00 GAS CARD!**