



# NEMRA 2022/23 PROGRAM REVIEW

# NEMRA 2022 / 23 Development and Services



## NEMRA Rides and Rentals Program

67 Enrollments. \$0 Cost to NEMRA Member. \$0 Cost to NEMRA.  
\$0 Revenue to NEMRA.

## NEMRA-U 24 /7 / 365 On Demand Training Platform

187 NEMRA U+ (\$125.00 Cost to Member) ; 523 NEMRA U (\$0 Cost to Member) \$23,500 annual cost to NEMRA/per 100 licenses  
\$50 per License Revenue to NEMRA

## Empowering Mentorship Program – 14 Week Program

\$65,000 Cost to NEMRA.  
\$600 per Mentee Revenue to NEMRA

## Emerging Leaders Program - 20 Week Program

\$60,000 Cost to NEMRA.  
\$995 per Leader Revenue to NEMRA

# WHY NEMRA Rides and Rentals Program?

Enterprise Rent-A-Car and National Car Rental are NEMRA's car rental providers for both BUSINESS AND PERSONAL USE!

We offer you a complimentary Executive Membership in Emerald Club<sup>®</sup>, a high-status level in the award-winning Emerald Club.

Enjoy the valuable benefits of both brands at over 9,100 locations worldwide and experience speed, choice and control as an Emerald Club member.

As we kick off this new partnership, you will receive a complimentary membership in the Emerald Club<sup>®</sup> Executive tier if you complete your enrollment by 05/31/2022.

All you must do is **ENROLL.**

# WHY NEMRA UNIVERSITY + ?

## AFFORDABILITY & INCLUSIVITY

NEMRA University makes training affordable and attainable for all our reps and manufacturers.

## LEARNING MANAGEMENT SYSTEM (LMS) BUILT-IN

Turn NEMRA U into your company's very own LMS to enhance and manage all your internal training and onboarding procedures.

## CONTINUING EDUCATION (CE) CREDITS

Earn CE Credits to maintain professional designations such as the CPMR and/or CSPC certifications.

## REAL-TIME FEEDBACK & REPORTING

Get training reports and metrics of your users' engagement and activity for all standard course content, as well as any custom content you upload within your company's LMS section of NEMRA U

## WHY NEMRA EMPOWERING MENTORSHIP PROGRAM ?

The NEMRA Empowering Mentorship Program is the only structured plan that matches emerging talent (mentees) in our association with leaders (mentors).

This relationship will help the mentee broaden their knowledge in specific areas, gain confidence to speak up in a meeting, elevate capabilities, ask for that promotion, stand out and so much more.

Mentoring programs help employees do the right thing by exposing them to senior employees that know how to do the right thing.

## WHY NEMRA EMERGING LEADER PROGRAM?

The NEMRA Emerging Leader Program is a leadership development program designed for early-career professionals and potential management candidates. This program teaches the skills, tools, and habits utilized by successful leaders.

Learners will explore core leadership concepts to lead themselves and others. They will learn to communicate their ideas, make better decisions, and negotiate more effectively.

Through our collaborative platform, participants learn with and from other emerging leaders in a discussion-rich environment focused on action-learning.



# NEMRA MARKETING INSIGHTS REVIEW

# NEMRA MARKETING INSIGHTS



- Financial Operating Report**  
Cost to NEMRA \$28,000. \$0 Cost to Members.  
\$495 Revenue per Non-Participating Members 2 requests
- Pulse of Lighting Report**  
Cost to NEMRA \$0. \$0 Cost to Members who participated in study.  
\$29 Revenue per Non-Participating Members 15 requests
- Rep of the Future Report**  
Cost to NEMRA \$15,000. \$0 Cost to Members.  
\$495 Revenue per Non-Members 40 requests
- Sales Compensation Study**  
Rep members may request copy.  
\$0 Revenue to NEMRA 13 requests
- Talent for Emerging Workforce Study**  
Cost to NEMRA \$0. \$0 Cost Members. Cost for Non-Members.  
\$495 Revenue per Non-Members 11 requests
- P.O.S.**  
Cost to NEMRA \$15,000. \$0 Cost to Members.  
\$0 Revenue to NEMRA



# Service Provider Review

# Service Provider Offerings

# 12

## Service Providers

### 6 Categories

3 Technology 

2 Financial & Legal 

2 Market & Data Intelligence 

2 Marketing 

2 HR & Health Insurance 

1 Continuing Education 

# TTS

- The TTS Platform can be called the electrical manufacturer's reps ERP system!
- No other software solution does all 5 functions – Quotations, Sales Analysis, CRM, Total Order Entry and Marketing. Integrated pipeline management means more efficient and effective sales strategies for you!



## The Five Modules of the TTS Platform



### Quotations

Very simple and dynamic input. "ALL" manufacturers quotes in one location. Plethora of reports including Win/Loss. Allow inside and outside to work together more productively.



### Sales Analysis

Manage all manufacturers sales and commissions. Document management allowing for "real time" sales.



### CRM

Tool for outside sales activity. Organize by individual, company or manufacturer. Set alerts. Ability to integrate with manufacturers CRM systems.



### Total Order Entry

Single order entry portal. Inventory control and order management tool for all manufacturers.



### Marketing

Automated mass marketing promotions to easily upsell or cross-sell. Links to Youtube channels.



# REPFABRIC

- A CRM and Sales Data Management Platform Built for Manufacturers' Sales Reps
- As reps, we understand the complexities of repping multiple manufacturers. That's why we created Repfabric, the CRM, sales reporting, and commission tracking tool uniquely tailored to the needs of manufacturer sales reps.



#### Email Integration

Become a master multitasker by managing your customer data while in your inbox – no need to jump to another program.



#### Mobile App

Access your customer and sales information whenever and wherever you need it with our mobile app.



#### Manufacturer Reports

Stay ahead of the never-ending stream of manufacturer report requests with real-time reporting that is always up-to-date.



#### Sales & Commissions

Be able to quickly answer critical questions like, "How are my top accounts doing?" with an intuitive sales dashboard.

### TRACK YOUR CUSTOMERS FROM PROSPECT TO PAYMENT



Activity Journal



Projects & Opportunities



Quotes & Samples



Purchase Orders



Invoices & Sales Reports



Commission Reports



# REPFILES

- RepFiles enables manufacturers to populate and manage the content on thousands of outside salespeople's devices.
- Salespeople no longer need to learn different systems, manage multiple logins or move in and out of various apps when they need to access content in front of a customer.
- Under a single account within a single app, RepFiles gives salespeople a one-stop shop




 <b>Content Management</b> <small>Update files as often as needed with an easy-to-use desktop application</small>	 <b>File Delivery</b> <small>Files cannot be accidentally altered or deleted by users</small>	 <b>Personalize</b> <small>Users can upload and manage personal content with MyFiles</small>	 <b>Security</b> <small>Admins always stay in control of who has access to what</small>	 <b>Unlimited Storage</b> <small>No storage quota for users accessing content</small>
 <b>In-App Messaging</b> <small>Messages from admins arrive in one centralized location</small>	 <b>Push Notifications</b> <small>Admins can deliver important messages to users' device notification center</small>	 <b>Offline Access</b> <small>Download files for offline use</small>	 <b>Sync</b> <small>Simply sync to receive updates to all downloaded files</small>	 <b>Email</b> <small>Attach multiple files from different companies to a single email</small>
 <b>Search</b> <small>Quickly search by file name and type</small>	 <b>Support</b> <small>Both users and admins can contact support@repfiles.net as needed</small>	 <b>Compatibility</b> <small>Files accessible across iOS, Android and Windows 10 devices</small>	 <b>Reporting</b> <small>Admins can see who &amp; how often users are accessing content</small>	 <b>Direct Access to Content Managers</b> <small>Easy for users to request additional content or make content suggestions</small>



# SFBBG

- Recover unpaid and underpaid commissions.
- Prepare and negotiate rep contracts that will help avoid disputes later.
- Counsel rep firms on succession planning, acquisitions and sales, tax issues, non-competes, and virtually all other rep issues.



## Client Services

- Rep-Principal Contracts
- Sales
- Counseling
- Tax Planning
- Employee Benefits

- Litigation
- Exit Strategies
- Contracting
- Manuals and Handbooks
- Counsel Representatives



# T.I.P.S. 4 REPS

T.I.P.S. 4 Reps has developed a custom designed review and process-oriented analysis in each of the Tax, Investment, Pension and Succession Planning disciplines, for reps.

- Tax Planning- CASH Management
- Investment Management
- Pension Planning
- Succession Planning
- REP Management (Retirement and Exit Plan)
- RISK Management (Retention, Incentive and Succession of Key People)



TAX PLANNING

I INVESTMENT FIDUCIARY MANAGEMENT

P PENSION SOLUTIONS

S SUCCESSION PLANNING



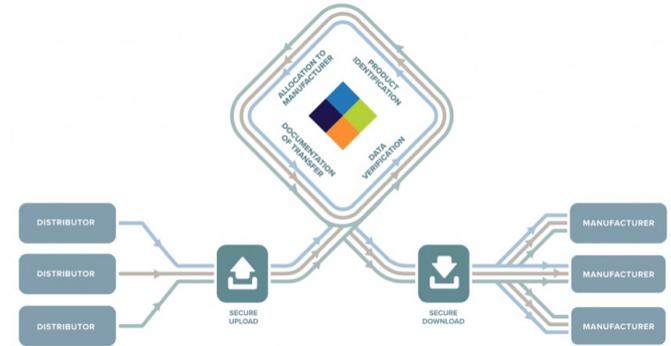
# DISC CORP

- DISC CORP has been the leading provider of electrical wholesaling industry forecasting – by national & regional market segmentation (customer type) and NAICS industry codes.
- The DISC CORP suite of applications is ideal for Electrical Distributors, Electrical Manufacturers, Electrical Manufacturers' Representatives, Financial Analysts, Contractors, Sales Rep Agencies, and beyond.



# POS Connection

- The POS Connection provides a secure industry hub for POS capture and standardization of POS data. Enabling the manufacturer to provide their reps with accurate and timely compensation calculations.
- POS Connection provides a streamlined, standardized data collection and reporting platform that connects manufacturers and distributors.



## Point of Sale or Point of Transfer?

POSConnection collects, validates, and transfers both point-of-sale and point-of-transfer data between distributors and manufacturers.

# Strategic X

- Strategic X Marketing is a full-service marketing firm that helps you do more – with the results you expect.
- Our experience and program examples demonstrate our track record of proven performance.
- More importantly, they all mean one thing for you; no risk—simply the results you are looking for at an affordable price.

## We understand the challenges in the Electrical Industry

*Focused on the Electrical Industry*

**Successful Projects**

**Customer Focused**

**Results Driven**

**Electrical Industry**

**Over 1300+ completed projects & counting ...**

Strategic X Marketing specializes in developing integrated marketing programs that fuel your business. We engage with manufacturers, distributors, sales reps, and trade associations to deliver results-oriented strategies and programs that meet the objectives.



**Implementation**

- Product Launches
- Media Planning and Buying
- Marketing Automation
- Training and Support Collateral
- Sales Tools



**Technical Writing**

- Copywriting
- Case studies
- Application notes
- Technical Articles



**Improve Visibility**

- Grow keyword ranking
- Increase website traffic
- Improve global ranking



**Web Development**

- Hosting, coding, design and copywriting
- eCommerce Web Sites
- Microsites and Landing pages
- Website Creation (mobile optimized)



**Improve Web Infrastructure**

- Reduce Bounce Rate
- Get more conversions
- Improve web site architecture



**Website Promotion**

- Traffic Driving Programs
- Pay Per Click Programs
- Web Reporting and Analytics
- Social Media Programs



# Channel Marketing Group

- Channel Marketing Group offers strategy and marketing consulting services to manufacturers, distributors, manufacturers reps, and associations focused on the electrical, lighting, HVAC, and plumbing industries.





SOLUTIONS  
MEMBERS • COMMUNITY • MARKETS

# LIG SOLUTIONS

LIG Solutions Offers Comprehensive Health Coverage Options For The Members Of NEMRA.

- Major Medical Insurance (ACA compliant)
- Short-Term Policies (non-ACA compliant)
- Medicare/Medicare Advantage\*
- Vision Insurance
- Dental Insurance
- Critical Illness
- Hospitalization Insurance
- Life Insurance
- Other Supplemental Health Insurance Coverages
- Health Reimbursement Arrangements (HRAs)/Group Programs



**We are a knowledgeable team** of insurance advisors that care, have empathy and genuinely enjoy helping people.



**We put ourselves in your shoes** and partner with the best carriers in the industry.



**We offer unbiased, professional advice** that will help you navigate the health insurance market.





# TRINET

TriNet is a professional employer organization, or PEO, that provides small and medium-size businesses (SMBs) with full-service HR solutions tailored by industry.



### HR Expertise

- Connect 360
- Talent Retention
- Strategic HR



### Risk Mitigation

- Workers' Compensation
- Affordable Care Act Solutions
- Employment Practices Risk Management



### Benefit Options

- 401(k) Retirement Plan



### Technology Platform

- Integration Center
- Workforce Analytics
- Compensation Benchmarking
- TriNet Mobile
- Document Management



### Payroll Services

- Expense Management
- Time and Attendance



### TriNet Benefits

## What can a PEO do for you?



### Save time and money

Hiring a PEO frees you up to focus on your business and can help deliver a rapid return on investment—on average, more than 27% improvement in ROI.\*

\* National Association of Professional Employer Organizations, September 2019. Individual business results may vary, including results of TriNet clients.



### Helps your business stay compliant

Keeping up with employment rules and regulations takes time away from your business. A good PEO provides the expertise you need to help you comply with federal, state and local regulations governing payroll, benefits, terminations and hiring.



### Gain access to big-company benefits

Access to leading employee benefit plans is no longer reserved for large companies. The right PEO for your business should offer access to quality health care coverage in the regions where you operate.

## HR solutions tailored to your needs

Your business is unique, just like your industry. Whether you're a nonprofit or a financial firm, you have the support of industry-specific HR professionals who cater to your HR needs.



**5-19**  
Employees



**20-99**  
Employees



**100-499**  
Employees



**500-1000+**  
Employees



# IPA / MRERF

The CPMR designee has demonstrated organizational management skills by completing the demanding, three-year certification program while still maintaining day-to-day business. CPMR graduates subscribe to the stringent requirements of their common Code of Ethics, thus safeguarding the integrity of their firm and the factories they represent.



Learn how to become your customer’s business partner and strengthen your key account relationships to increase sales. In today’s highly competitive and ever-changing marketplace, buyers expect more from you – more information, more expertise and more professionalism. They demand value not only in your products and services, but in your relationship with them as well.



Many manufacturers struggle to engage with their independent sales reps. From not meeting sales expectations to shifting priorities to reporting, it’s not uncommon for sales leaders to become frustrated with the independent sales rep model. The MBP program gives you the tools and processes you need to create strategic partnerships with your reps, so you can increase your sales.





# **NEW SERVICE PROVIDER OFFERINGS**

Product Sales Estimates for NEMRA Members:

- Electrical Product Sales Estimates for 300+ market areas and all 50 states
  - 17 Electrical Product Categories
- **NEMRA Exclusive** - Updated each quarter with Q-t-Q and YOY comparisons
- **NEMRA Exclusive** - Analysis of notable changes in total market sales
- Product mix percentages developed from Electrical Wholesaling magazine proprietary surveys with more than 100 EW Top 200 Electrical Distributors
- Total sales estimates calculated with Electrical Wholesaling sales-per-employee multipliers from 2022 Market Planning Guide

Examples of *Electrical Marketing's* Product Sales Estimates

Area	State	4Q 2021 Estimated Total Electrical Revenue	Wires & Cable	Control Panels	Lighting Fixtures	Lighting Controls	Wiring Devices & Receptacles	Distribution Equipment	Switchgear	Circuit Breakers	Fuses	Control & Relay	Control Wiring and Raceways	Connectors & Accessories	Enclosures	Outlet Boxes & Receptacles	Industrial Controls	Utility Products & Pole-Line Products	Value Data Meter (MVA) Products	Other	
ARIZONA	AZ	2,088.1	289.17	157.77	482.87	85.94	79.20	138.18	294.85	89.76	33.15	122.81	85.70	42.33	81.28	47.28	38.64	188.88	23.88	38.97	241.72
ARIZONA-Phoenix	AZ	1,074.2	202.58	102.61	253.03	41.64	41.20	144.01	151.88	47.72	20.28	122.24	41.12	21.98	47.28	28.64	128.17	87.28	71.20	204.54	
ARIZONA-Tucson	AZ	264.4	35.15	15.35	49.75	4.48	9.15	15.84	23.55	10.07	3.85	15.11	10.01	4.00	7.08	4.89	18.64	4.64	11.18	35.41	
ARIZONA-Flagstaff	AZ	85.2	12.03	5.14	18.09	2.05	2.05	4.05	7.42	3.24	1.24	4.05	3.24	1.62	2.28	1.62	6.00	2.70	3.05	12.31	
ARIZONA-Salt Lake City-Flagstaff	AZ	88.4	7.60	3.22	15.55	1.91	1.86	3.13	4.75	2.02	0.71	3.08	2.02	1.01	1.43	1.13	3.12	1.72	2.28	7.88	
ARIZONA-Tucson	AZ	10.2	4.62	2.03	8.78	1.14	1.00	2.04	4.13	1.78	0.61	2.68	1.78	0.88	1.28	1.03	2.33	1.00	1.00	4.55	
ARIZONA-Tucson-Valle Douglas	AZ	0.74	4.38	2.18	1.88	1.05	1.48	2.11	3.82	1.82	0.42	2.24	1.82	0.87	1.18	0.88	1.01	1.00	1.00	4.42	
ARIZONA-Flagstaff	AZ	41.8	4.62	2.29	7.40	0.98	1.30	2.22	3.50	1.49	0.52	2.23	1.46	0.74	1.00	0.88	2.74	1.07	1.00	4.88	
ARIZONA	AZ	2,146.8	418.58	188.84	537.88	83.20	87.51	166.71	297.64	102.80	48.82	142.12	108.90	51.47	75.48	49.50	188.17	81.22	119.20	421.41	
ARIZONA-Phoenix-Central-Anderson	AZ	85.1	120.03	52.81	164.78	21.45	20.22	51.84	78.04	32.15	12.03	33.15	32.15	16.58	24.42	19.50	67.43	25.28	37.20	150.03	
ARIZONA-Gary	AZ	286.2	34.01	13.81	43.20	5.61	7.90	13.07	20.48	8.75	3.01	13.11	8.75	2.35	4.14	1.12	11.13	7.42	3.71	38.30	
ARIZONA-Phoenix-Flagstaff	AZ	246.1	31.81	12.81	48.01	5.78	7.42	12.74	18.22	8.18	2.12	12.81	8.18	2.08	3.12	4.61	11.12	4.61	3.12	31.20	
ARIZONA-Tucson	AZ	233.0	31.11	12.81	48.01	5.78	7.42	12.74	18.22	8.18	2.12	12.81	8.18	2.08	3.12	4.61	11.12	4.61	3.12	31.20	
ARIZONA-Flagstaff-Phoenix-Mesa	AZ	185.2	14.11	5.14	17.85	2.34	3.20	5.61	10.01	3.81	1.38	5.61	3.81	1.81	2.52	2.12	4.88	3.08	4.54	14.24	
ARIZONA-Lakeville-Flagstaff-Lakeville	AZ	85.0	12.03	5.14	18.09	2.05	2.05	4.05	7.42	3.24	1.24	4.05	3.24	1.62	2.28	1.62	6.00	2.70	3.05	12.31	
ARIZONA-Columbus	AZ	70.0	9.21	3.72	11.85	1.54	2.11	3.71	6.88	2.98	1.05	4.00	2.98	1.49	1.88	1.40	4.11	2.02	2.00	8.20	
ARIZONA-Flagstaff	AZ	17.4	9.03	3.68	11.68	1.48	2.03	3.67	6.61	2.92	0.88	3.67	2.92	1.46	1.61	1.36	4.11	2.02	2.00	8.20	
ARIZONA-Tucson-Flagstaff	AZ	16.5	8.51	3.48	10.82	1.41	1.98	3.58	6.12	2.68	0.85	3.11	2.68	1.09	1.54	1.23	4.03	1.88	2.42	6.58	
ARIZONA-Flagstaff-City-Lake-Flagstaff	AZ	44.7	5.91	2.41	7.63	0.98	1.33	2.37	4.32	1.82	0.68	2.32	1.82	0.76	1.03	0.83	2.82	1.01	1.01	4.58	
ARIZONA-Phoenix	AZ	42.8	4.88	2.03	7.20	0.94	1.30	2.28	4.44	1.98	0.71	2.48	1.98	0.88	1.08	0.88	2.88	1.23	1.01	4.74	
ARIZONA-Phoenix	AZ	28.1	3.82	1.61	4.88	0.61	0.88	1.62	2.88	1.22	0.48	2.08	1.22	0.48	0.68	0.68	1.88	0.81	0.81	3.08	
ARIZONA-Tucson	AZ	104.8	20.03	8.18	28.18	3.41	4.48	8.22	15.18	6.25	2.21	8.22	6.25	2.82	3.71	3.12	8.70	4.49	5.88	20.11	



## Electrical Price Index Historical Data for NEMRA Members:

- 28 electrical product categories published monthly in Electrical Marketing's Electrical Price Index (EPI)
- **NEMRA Exclusive** - Members would get monthly feed of EPI updates with all historical data each month. Regular subscribers just get monthly EPI pricing data
- **NEMRA Exclusive** - Members get analysis and alert of product categories with unusual activity
- EPI historical data compiled back to 1990 by S&P Global

## Examples of Electrical Product Pricing Data

DATE	TOTAL INDEX	MTM % Change	YOY % Change	BUILDING WIRE & CABLE	MTM % Change	YOY % Change	POWER WIRE & CABLE	MTM % Change	YOY % Change	CONDUIT FITTINGS	MTM % Change	YOY % Change	METAL CONDUIT	MTM % Change	YOY % Change	NONMETALLIC CONDUIT	MTM % Change	YOY % Change	SWITCHGEAR	MTM % Change	YOY % Change
Jan-21	1.60	0.7	4.4	2.01	1.5	9.7	2.31	3.1	10.1	1.75	1.8	10.5	1.90	0.4	3.3	1.77	1.4	8.5	1.74	-0.1	-0.1
Feb-21	1.60	0.6	5.2	2.04	1.3	12.1	2.36	1.8	11.0	1.77	0.8	11.9	1.91	0.3	3.7	1.78	0.7	9.6	1.76	1.4	2.3
Mar-21	1.64	2.0	7.5	2.13	4.6	18.9	2.39	1.5	14.7	1.86	5.2	16.1	1.95	2.2	5.9	1.85	4.0	12.7	1.75	-0.6	3.1
Apr-21	1.67	2.3	10.2	2.23	4.4	25.3	2.56	7.2	23.3	2.02	8.6	27.7	1.97	1.0	6.8	1.98	7.0	21.8	1.79	2.2	4.7
May-21	1.69	1.2	11.7	2.31	3.7	29.9	2.59	1.0	25.9	2.05	1.8	32.5	2.00	1.6	8.7	2.01	1.6	25.5	1.79	0.2	4.9
Jun-21	1.73	2.0	13.5	2.38	3.3	33.6	2.89	11.8	41.8	2.09	1.8	33.0	2.03	1.3	9.9	2.06	2.3	27.0	1.79	0.2	4.5
Jul-21	1.76	1.7	14.6	2.42	1.4	33.0	2.91	0.4	38.5	2.23	6.8	37.8	2.10	3.2	12.9	2.18	5.9	31.5	1.86	3.8	7.0
Aug-21	1.77	1.0	14.8	2.46	1.7	32.7	2.98	2.6	39.2	2.27	1.6	38.6	2.12	1.1	13.7	2.23	2.3	33.4	1.85	-0.5	9.8
Sep-21	1.81	1.9	16.2	2.47	0.3	31.2	3.01	1.1	38.5	2.42	6.6	43.0	2.15	1.5	14.9	2.36	5.9	37.7	1.95	5.2	13.7
Oct-21	1.81	0.2	16.1	2.55	2.2	34.7	3.37	11.8	52.7	2.28	-5.8	33.7	2.18	1.1	15.3	2.26	-4.4	30.9	1.90	-2.7	10.4
Nov-21	1.84	1.6	17.1	2.58	1.5	33.6	3.44	2.2	52.5	2.40	5.3	40.8	2.20	1.0	16.0	2.36	4.5	36.6	1.91	0.8	10.4
Dec-21	1.84	-0.3	15.9	2.54	-1.6	28.0	3.43	-0.3	52.8	2.34	-2.7	35.6	2.23	1.4	17.5	2.32	-1.7	33.1	1.94	1.5	11.8
Jan-22	1.90	3.5	19.2	2.55	0.2	26.4	3.36	-2.0	45.4	2.61	11.7	49.8	2.26	1.6	18.9	2.55	9.9	44.3	1.96	0.8	12.8
Feb-22	1.92	1.1	19.8	2.58	1.4	26.4	3.37	0.3	43.2	2.63	0.8	49.8	2.28	0.7	19.3	2.58	1.1	44.8	2.16	10.3	22.7
Mar-22	1.96	1.9	19.7	2.70	4.4	26.3	3.50	3.7	46.3	2.59	-1.4	39.5	2.28	0.1	16.9	2.56	-0.7	38.3	2.07	4.0	18.6





# DISC CORP

## DISC Economic Forecasting for NEMRA Members:

Gain access to the same data sets that your major electrical distributors and leading manufacturers use.

- **NEMRA Exclusive** – Disc training and support included at no additional charge.
- **NEMRA Exclusive** – Disc will create custom reports upon request at a discounted rate of \$125/hour and set up territories for a negotiated fee.

Product	Attributes	Uses
<b>DataSearch™</b>	<ul style="list-style-type: none"> <li>• 5 Year Annual Forecast of Industry Sales</li> <li>• National, State, County</li> <li>• Contractor, Industrial, Utility, Institutional</li> <li>• Customize Sales Territories</li> <li>• Develop Product Databases</li> </ul>	<ul style="list-style-type: none"> <li>• Market Planning</li> <li>• Competitive Analysis</li> <li>• Strategic/Long Range Planning</li> <li>• Territory Management</li> <li>• Budgeting/Quotas</li> </ul>
<b>MarketTrack™</b>	<ul style="list-style-type: none"> <li>• NAICS Code Database</li> <li>• Forecast Industry Purchases from Distributors</li> <li>• National, State, County, Zip Code</li> <li>• \$ Purchases, Employees, Locations S/Employee Multipliers</li> </ul>	<ul style="list-style-type: none"> <li>• Territory/Sales Management</li> <li>• Point of Sale Analysis</li> <li>• Account Management/Potential</li> <li>• National Account Management</li> <li>• Prospect for New Business</li> <li>• Quotas</li> </ul>
<b>MetroCast™</b>	<ul style="list-style-type: none"> <li>• Long Range Annual Forecast</li> <li>• Distributor Sales for 150 Metro Areas</li> <li>• Updated Quarterly</li> <li>• Contractor, Industrial, Utility, Institutional</li> </ul>	<ul style="list-style-type: none"> <li>• Sales Planning/Analysis</li> <li>• Competitive Analysis</li> <li>• Strategic/Long Range Planning</li> <li>• Mergers/Acquisitions</li> <li>• Performance Measurement</li> <li>• Budgeting</li> </ul>
<b>MetroPro™</b>	<ul style="list-style-type: none"> <li>• Product Forecast</li> <li>• Includes 11 Major Product Categories</li> <li>• 150 MSAs</li> <li>• Long Range Outlook</li> </ul>	<ul style="list-style-type: none"> <li>• Short/Long Range Product Planning</li> <li>• Budgeting</li> <li>• Quotas</li> <li>• Joint Distributor/Vendor Planning</li> <li>• Product Sales Analysis</li> </ul>
<b>MetroPulse™</b>	<ul style="list-style-type: none"> <li>• Quarterly Industry Outlook</li> <li>• Distributor Sales for 150 Metro Areas</li> <li>• Contractor, Industrial, Utility, Institutional</li> </ul>	<ul style="list-style-type: none"> <li>• Sales Planning/Analysis</li> <li>• Competitive Analysis</li> <li>• Mergers/Acquisitions</li> <li>• Performance Measurement</li> <li>• Budgeting</li> </ul>

NEMRA 2022 Product Price Sheet	NEMRA MEMBER Price Each	MEMBER PRICE 5 or More	Length	Update Schedule
Combined DataSearch/ MarketTrack Per State	\$1,300	\$1,100	1 Year	Bi-annual Spring and Fall
Flash Update / Report	\$895	N/A	1 Year	Monthly
PAST BOD or NMG Committee Member	\$795	N/A	1 Year	Monthly
Quarterly Flash Update Report	Free With Paid Data Base Subscription		1 Year	Quarterly
Metro Pulse	\$3,000	N/A	1 Year	Quarterly
Metro Cast	\$2,500	N/A	1 Year	Quarterly
Metro Pro	\$2,000	N/A	1 Year	Quarterly
Manufacture Full Site License All Products	\$20,000	N/A	1 Year	As Above





# T.I.P.S. 4 REPS

## SuccessIN Planning Tools:

Learn about REP Management (Retirement and Exit Plan) and RISK Management (Retention, Incentive and Succession of Key People)

- **Complimentary** - REPort Card Assessment
- **Complimentary** - "SuccessIN Planning" White Paper.

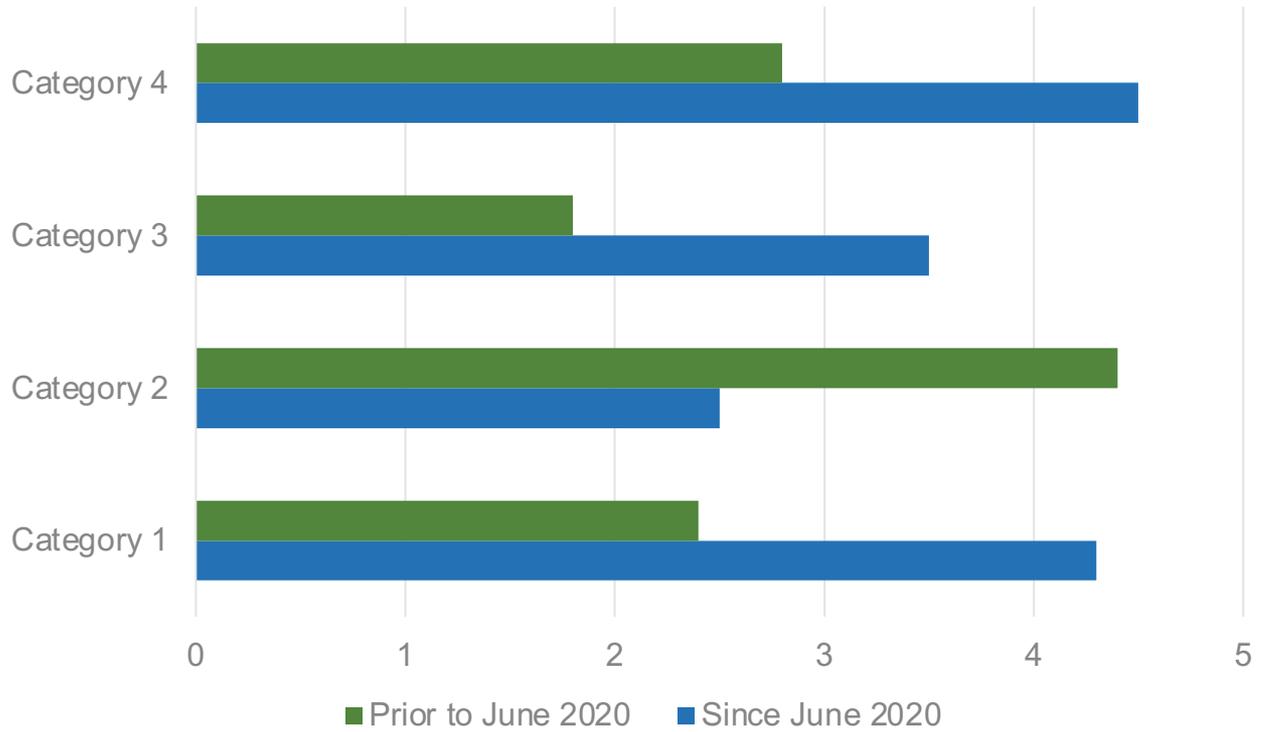
## Professional Business Valuation:

Gain a clear understanding of the current worth of your business with the rep specific REPresentative Valuation™ professional business valuation.

**NEMRA Exclusive** - Discounted member only rate of \$3,500.



# Chart Title





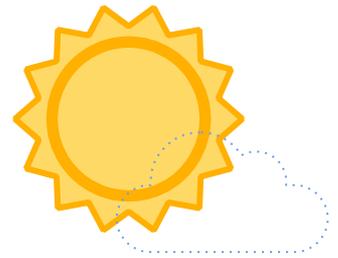
**SlidesCarnival icons are  
editable shapes.**

This means that you can:

- Resize them without losing quality.
- Change fill color and opacity.
- Change line color, width and style.

Isn't that nice? :)

Examples:



# Diagrams and infographics

