

*Earn **DOUBLE SPIKE POINTS** during selected months!!
Recruit 3 new members and become a SPIKE member!!!*



SPIKE (spIk) *n.* An individual who, through his or her recruiting and retention efforts, builds a strong association membership base and strengthens the Housing Industry as a whole.

Usage: In 1953, the NHBA created the SPIKE Club to recognize and reward members responsible for recruiting, involving, and retaining members.

How Do I *Become* A SPIKE Member?

Recruit **6** new members within a **2**-year period.

How Do I *Retain* My SPIKE Status?

Recruit **2** new members per year until you reach **25**, then you become a **LIFE SPIKE**.

Contact
CBIA to find out
about the **EXCITING**
upcoming SPIKE parties
and trips!!!

Questions?

Call 436-6100

or e-mail

Lisa@CBIA.net

