

**Official Rules**  
**2022 NAHB Membership Drive Incentive and Recognition Program**

To encourage its affiliated local home builder associations and chapters (hereafter “Affiliated Organizations”) to cultivate a strong culture of membership while increasing new Builder and Associate membership during the 2022 Membership Drives, NAHB is offering an incentive and recognition program in 2022 (the “Program”).

The Program shall consist of two (2) components:

1. Monetary incentives for Affiliated Organizations; and
2. Bonus Spike Credits for Members of Affiliated Organizations.

Each component is governed by its own terms and conditions.

**Monetary Incentive Program for Affiliated Organizations.**

**Drive Season.** In 2022 there will be one (1) membership drive to include three (3) quarterly “award seasons” – Spring (April 1 – June 30), Summer (July 1 – September 30) and Fall (October 1 – December 31). Affiliated Organizations are expected to participate in all three seasons during the 2022 Program.

**Eligibility.** To be eligible to participate in the Program, an Affiliated Organization must satisfy the following requirements:

1. At the beginning of each quarterly award season (April 1, July 1 & October 1), the Affiliated Organization must have a minimum of ten (10) Members (Builder and Associate) in good standing, and must have a minimum of three (3) Builder Members; and
2. It must be in full compliance with all NAHB requirements, including those set forth in the NAHB Bylaws;
3. It must have executed an Affiliation Agreement with NAHB and must not be in breach or violation of such Agreement.

**How to Participate in the Program.** An eligible Affiliated Organization may enter the Program and compete for monetary incentives and bonus Spike Credits by completing the sign-up form:

<https://app.smartsheet.com/b/form/5a69ba6d2cc64dadb97d491d707d9f3a>. Sign-up must be completed no later than April 30, 2022. NAHB reserves the right to offer later registration.

**Monetary Incentives.** NAHB will determine the Affiliated Organization’s current membership rolls (of Builder and Associate Members) as of the beginning date of each drive season – April 1, July 1 & October 1.. NAHB will determine the Affiliated Organization’s membership rolls as of the end date of each quarterly award season (June 30, September 30 & December 31).

If the Affiliated Organization has increased its net builder & associate (B&A) membership total by 5 Percent (Builder and/or Associate Members) throughout each Drive season, it will earn a monetary incentive on the following schedule:

- Five Hundred Dollars (\$500) for 5% (B&A) growth in any one quarterly award season
- One Thousand Dollars (\$1,000) for 5% (B&A) growth in any two quarterly award seasons
- Two Thousand Dollars (\$2000) for 5% (B&A) growth in all three quarterly award seasons

Monetary Incentives will be awarded at the close of the 2022 Membership Drive. Maximum award is \$2,000 for reaching 5% in all three seasons.

### **Bonus Spike Credit Program for Affiliated Organization Members.**

**Month for Bonus Spike Credits.** Members of an Affiliated Organization that achieves 5% growth in a quarterly award season may accrue Bonus Spike Credits on the following awards schedule.

- 2x Bonus Spike points for 5% (B&A) growth in any one award season
- 3x Bonus Spike points for 5% (B&A) growth in any two award seasons
- 4x Bonus Spike points for 5% (B&A) growth in all three award seasons

**Eligibility.** To be eligible to accrue Bonus Spike Credits, an individual should be a current Member, in good standing, of an Affiliated Organization participating in the Monetary Incentive Program.

**Participation.** Individuals who are eligible to earn Bonus Spike Credits – whose value is double the regular Spike Credit – will be automatically entered into the Bonus Spike Credit Program when his or her Affiliated Organization signs up for the Monetary Incentive Program. Provided that his or her Affiliated Organization fulfills the sign-up requirements, the individual will earn Bonus Spike Credits based on the number of new Builder and/or Associate Members recruited during the selected month as a result of the individual's own efforts.

### **Other General Terms.**

**Determinations relating to Eligibility.** Determinations of whether an Affiliated Organization or any Member is in compliance with NAHB's Bylaws or the Affiliation Agreement or other applicable document or is "current" in its reporting and payment obligations shall be made by NAHB's Third Vice Chairman and shall be final and not subject to appeal or challenge by the affected Affiliated Organization or Member. In the event of a dispute, NAHB's membership and payment records shall be deemed accurate and dispositive. If, however, NAHB subsequently discovers or learns of any discrepancy or inaccuracy in its records or the records of an Affiliated Organization which would change its determination, NAHB shall have the right to change the determination and revoke any payment or award of Spike Credits.

**Acceptance of Rules.** The participation by an Affiliated Organization or any Builder or Associate Member in either Program shall be deemed acknowledgment of and agreement to these Official Rules and the decisions and determinations of NAHB and its designees. By participating in the Program, an Affiliated Organization or any Builder or Associate Member agrees that NAHB and NAHB's officers, directors, members, employees, agents and representatives shall have no liability for any injuries, losses, damages or liabilities of any kind resulting therefrom. Except as limited by law, participation in the Program shall constitute an individual's consent to NAHB to use his or her name and/or likeness for advertising or promotional purposes without additional compensation.