

## Why an Associate Membership?

Many associate members join not only for access to member benefits, and education, but in an effort to serve our purpose and vision of solving problems for the residential construction industry. In fact, some of our more sophisticated programs are EXCLUSIVELY distributed through associate members.

### Top Reasons Associate Members Join:

- ✓ Opportunity to educate members (by newsletter, etc.)
- ✓ Learning Center course work
- ✓ Distribution opportunities of NWCA related services and solutions
- ✓ Membership Rewards
- ✓ Co-Marketing opportunities
- ✓ Access to industry expertise
- ✓ Join in a larger vision of solving industry problems

Insurance Industry professionals who join take advantage of the "A" rated programs (12 mo GL, Mini Wraps, etc.) and the opportunity to offer those solutions to the residential construction industry.

***In addition to programs by member service providers, NWCA has developed an increasing list of its own participating programs.***

### NWCA Learning Center

- ✓ Written with a focus on a contractor audience
- ✓ Members can earn premium discounts on endorsed program renewals

### Member Rewards Program

- ✓ Monetary rewards can offset cost of dues
- ✓ All approved members are eligible



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*See us for solutions!* [www.NWCAAlliance.com](http://www.NWCAAlliance.com)



*Come Join Us!*



***Find out why over 1500 builders in 26 states have joined in 2 years!***



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## Specifically, what do we do?

The NWCA endorses a wide range of educational, administrative and risk management related programs. Many are provided by Member Service Providers, companies that have entered into agreements with the NWCA to provide programs and services with special costs and other features for NWCA members.

### Our Endorsed Liability Program

- ✓ Program pricing that reflects member commitment to continuous improvement
- ✓ Coverage that contemplates various construction types

### Wrap Administration

- ✓ Commitment to education of all parties in a wrap-up
- ✓ Efficient and reliable bid credit tracking methodology - The credits are real!
- ✓ Protection from Failure to Procure and Misrepresentation claims
- ✓ Clients, carriers, and brokers are treated as true business partners
- ✓ Proactive approach to enrollments

### Residential Home Warranties

- ✓ Warranty is insured on AM Best "A" rated paper
- ✓ No builder ever sued in court

### Workers Comp Overcharge Recovery

- ✓ Two thirds of case studies result in carrier refunds
- ✓ Members receive reduced fees and no up-front charge

### Document Management

- ✓ Subcontractor insurance document gathering, organizing, storing and report services
- ✓ Online "Scoreboard Report" provides a snapshot of subcontract agreements, insurance requirements and more!

### Payroll Administration/HR Services

- ✓ Savings over major competitors
- ✓ Increase efficiency and accuracy of payroll
- ✓ Direct deposit for employee convenience

### FREE Prescription Drug Savings Cards

- ✓ No cost to members, their employees and dependents
- ✓ Prescription Drug Savings Cards provide discounts up to 60%

### Fleet Management & GPS Tracking

- ✓ Control fuel costs, know where your workers are and where they have been
- ✓ Automated mileage tracking to save more on taxes

## Who are we?

The **NationWide Contractors' Alliance** (NWCA) is the only member services organization specializing in administrative and financial services for the construction industry. The NWCA endorses a variety of programs from outside member service providers designed to reduce risks, lower costs and ultimately improve the profitability of its members. It complements these programs with an in-house finance center, automated referral system, trades reference resource program, and a learning center with educational courses that allow members to earn discounts upon renewal of certain liability insurance policies.

## How did we get started?

For over a decade, the building industry has been plagued with the high costs and extensive restrictions that have characterized what has become known as the "insurance crisis". Several years ago, a small group of insurance and building industry professionals joined together to address this issue. They quickly realized that there was no single answer to the problems brought on by increasing construction defect litigation, but rather that mitigation of the problem would require a combination of educational, administrative and financially-related programs.

They formed the NationWide Contractors' Alliance (NWCA) as the organizational entity to combine a variety of products and services provided by independent companies that would be contractually bound to the NWCA as Member Service Providers (MSPs). To complement the efforts of the MSPs, the NWCA has also developed a number of in-house, proprietary programs.