CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

MAY 2010

UPCOMING **SPEAKERS**

MAY TABLE TOP

JUNE DECK-O-SEAL

JULY Dark - No Mtg.

May 5, 2010

Bar-B-Oue 6:00 pm

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President's Message

With rain mostly out of on who will do the way, it's time to start our season. We have all been waiting on the rain to quit and customers to start wandering around their yards and pools to see what they are going to repair or remodel this season. Customers are starting to call for prices on repairs remodel and work looking for deals. I have found that the customers are getting 4 to 5 bids making before

the that final choice the work. This doesn't mean you have to be the cheapest, you just have to sell them on vourself and your education in the pool industry.

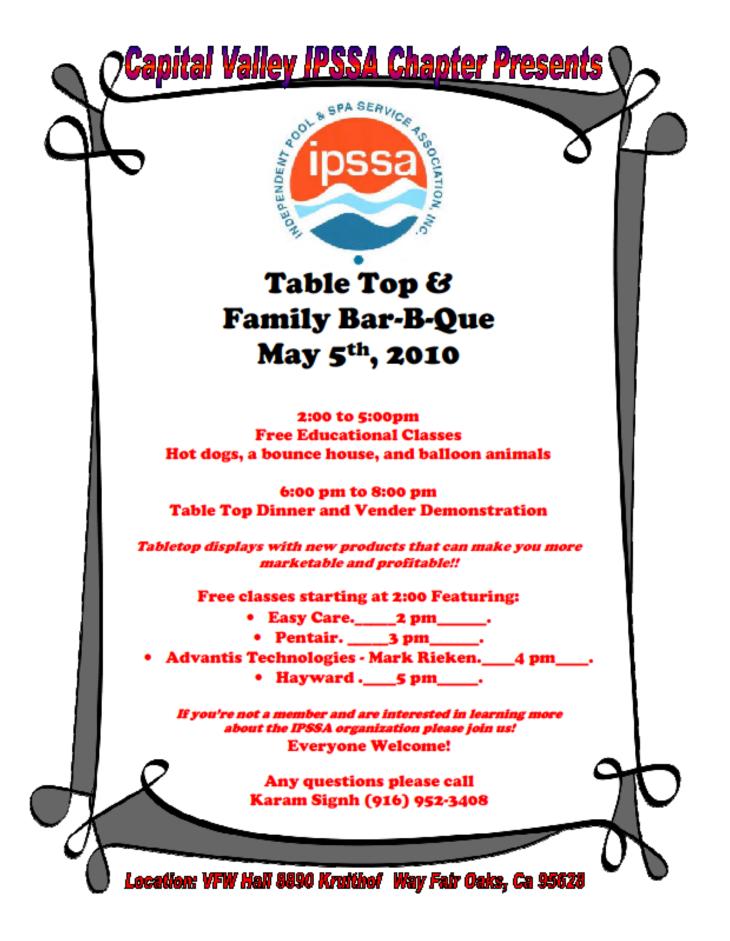
> One of the last big education events this spring is our May Table Top. This is a great opportunity to make sure you know what is going on with new products this year. Again, this vear we have several classes during the afternoon



before the May Table Top starts. Remember that the May **Table** Top is not only for our members, but it is open to anvone in the pool industry, so please spread the word to all of your friends and venders to attend this years event

'Til next time, "Keep It Clear"

Scott Houseman, President



Raffle Prizes

One of the biggest attractions at the May Table Top is the Raffle at the end of the night. To donate a Raffle Prize to the Chapter please contact Jerry or Scott Houseman @ 916-638-4100.



Tired of Chasing Down Delinquent Customer? More than \$209,000 collected for IPSSA members through Transworld/Green Flag program

By Tony Arsneault.

Tony Arsenault is IPSSA's contact with the Transworld Systems Greenflag Profit Recovery program. He can be reached at anthony.arsneault@transworldsystems.com. You can sign up for the Transworld/Greenflag program by downloading forms from the members-only page of www.ipssa.com.

As of April 1, 2010, IPSSA members have recovered more than \$209,000 in delinquent accounts through the Transworld/Green Flag profit recovery program. 408 members have signed up for the service. However, only 301 members have actually submitted accounts. This means that only 10.8% of the total members are taking advantage of this benefit.

Imagine what the above numbers will look like as we increase the usage rate. For more information on how you can take advantage of this member benefit, go to the Members Only page of www.ipssa.com.

Insurance Membership Education Networking Friendship



Newsletters are also going to be sent out via e-mail! If you do not receive a newsletter via e-mail its because the IPSSA financial office does not have your e-mail address. Please email me at jneronde@yahoo.com and I will be sure to add you to the list.

Capital Valley IPSSA Chapter

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Capital Valley IPSSA Chapter Board of Directors

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Other Important Contacts

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Jennifer Neronde, Newsletter (916)225-2196

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	. Robert Munoz	
Valley Leak Detection	. Jeff Smith	(916) 863-7362

If you are a Chapter Supporter and are interested in submitting monthly articles, or news, please e-mail info and artwork to Jennifer Neronde at jneronde@yahoo.com. The deadline is the 15th of the month for the following months issue. Thank you.