

Doug Carr

From: GLHB&RA And Doug Carr [lacey@glhba.ccsend.com] on behalf of GLHB&RA And Doug Carr [doug@glhba.org]
Sent: Monday, May 10, 2010 8:30 AM
To: Doug Carr
Subject: Do Lead Rules Create New Problems?

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The Tool Box

A Weekly Publication for Members & Friends
 May 10, 2010



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Dear Doug,

Does The New RRP Lead Rules Create Future Legal Liabilities For Remodelers?

I thought about this question in depth after I received a phone call from a remodeler who posed a "what if" question. That is, "What if a renovator does everything right and a child still gets lead poisoning years after a project is complete. Can the renovator still be held



responsible?! Possibly the lead poisoning came from another part of the pre-1978 home that was not included in the renovation project. Who knows, maybe the child acquired the lead poisoning at another location. Will the renovator be held responsible by the state? The Federal Government? The homeowner?

I called a compliance officer with the State of Michigan to get his take on what would occur. But before I give his answer, I should remind you that the new rules that went into effect last month are currently enforced by the Federal government. The State of Michigan intends to assume responsibility for enforcement once it has been approved by the Federal government. However, that approval is not expected to come until late in 2010.

Under my proposed scenario, the compliance officer said that the State would track down the contractor, ask them to produce the documentation related to the renovated home in question and demonstrate that all of the State's guidelines were followed. As a

Monthly Meeting May 12th

"Getting the Most From Your Web Site!"



**Rycus
Flooring**
5:30 - 7PM
\$5

side note, the officer noted that pictures taken of compliance on the site are worth a thousand words and suggested that lots of pictures be taken and kept with the written records. Once the State determined that all proper steps were taken and that the laws had been followed, the State would sign off on the fact that no laws were broken.

At the same time, the officer acknowledged that this would not prevent an aggrieved homeowner from filing a lawsuit against the renovator as the potential cause of the harm to the child. When I checked with an attorney he noted that the burden proof would be on the homeowner to demonstrate that the renovator's negligence to follow the Federal guidelines caused the illness. He added, even though this would probably be difficult to prove, it would not stop people from suing anyway in our litigious culture. Thus, the renovator would still have to defend themselves in a potentially costly suit.

The bottom line here is that all renovators should take steps to make sure that they comply with the rules, document everything, including photos and be prepared to defend yourself, just in case! For more information from the National Association of Home Builders on [legal templates for your contracts](#) visit NAHB.org.

You can e-mail your thoughts and comments to: doug@glhba.org.

Doug

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Building & Remodeling Show Wrap Up Meeting

**May 19
10:30 AM
GLHB&RA
Office**



All Exhibitors Are Invited!

Give Us Your Input!

Upcoming Events:

(Click on the links below to RSVP!)

May 12 Monthly Meeting-Wed Night: Rycus Flooring: Getting the Most from Your Website [RSVP Here](#)

May 19 Building & Remodeling Show Wrap Up Meeting 10:30 AM, All Exhibitors Invited! GLHB&RA Office, [RSVP Here](#)

May 21 How to Hire A Builder (Open to the Public) MSU-Federal Credit Union, 3777 West Rd. E. Lansing, Noon til 1PM

May 26 Parade Builder Pick Up Day, MSU FCU 11 AM-1PM

June 15 Lugnuts Outing [RSVP Here](#)

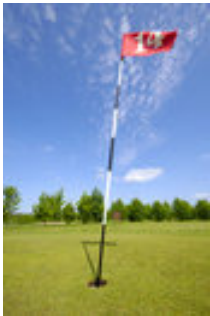
Monthly Meeting Is Wednesday Night: "How to Get Most of Your Website!"

Don't miss the monthly meeting on Wednesday night. This month's featured speaker is Scott McAuley, President of MC Squared, a website development firm with dozens of clients throughout the area. Scott will be giving tips and suggestions on

**We Want To
Improve The
Show In 2011!**

[RSVP Here!](#)

**Golfers:
Save The
Date!!
July 13th**



Hawk Hollow

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Group!**

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Sponsor!**

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how to enhance your website and increase traffic. The meeting will be hosted by Ron and BJ Rycus of Rycus Flooring, located at 5300 S. Pennsylvania. BJ has promised to have some fabulous food that will be served at 5:30 PM sharp. Even though main presentation wraps up by 7:00 PM, everyone is free to hang around and network as long as they like. Cost is \$5 for members and \$10 for non-members. Be sure to RSVP by calling the GLHB&RA Office, 323-3254, Or [click here on the RSVP Form](#).



**Come & Network At The
Next Monthly Meeting!**

May is National Membership Month!

You Can HELP GLHB&RA Now! May 25th is national Membership Day for the National Association of Home Builders. During the month of May GLHB&RA is offering a payment plan for new members! Anyone who joins in May can make **three monthly payments**: \$230 down, and \$170 per month in each of June and July. Recruiters will receive double the spike points during May. AND, you can win valuable prizes like this Ipod sound blaster shown above. Call Cindy for details: 323-3254!



Win Prizes!!



**"At MSU-FCU, We love
Construction Loans"
says Mortgage Manager, Bill McLeod!**

Marketing Tips for Builders & Remodelers: The Challenge of Choices

Providing people with choices in the build or remodel process can be challenging. If you give people too few choices they may go elsewhere. If you offer too many they will be overwhelmed. On the one hand people like to have options. On the other they want you to help them make the choices while still giving them some flexibility. The challenge for you is to find that balance so that they will make the larger choice of: choosing you as their remodeler/builder!



**One
Very Good Reason**

**to Be A Member of
GLHB&RA!**

**Call
Corey Fulton:
517-927-0500**

[Click Here for
Details!](#)

Here are three ways that you can help buyers by breaking the decisions into "bite-sized" pieces that they can handle:

Preselection consists of determining the most cost-effective choices for the buyer. You choose the brands that fit the quality and price level you build at your price point. These choices then become the default choice. You can explain the quality/price value relationship. Then it becomes to clear to them (and you) if they are the right buyer in your value category.

Bundling is the process of grouping options into pre-determined packages. For example, a buyer may choose to upgrade all of the lighting by choosing from one of several packages of bundled options. This way they choose a package rather than one fixture at a time. They know that all of the options are designed to work together. The same can apply to plumbing and other categories.

Customization is another option that gives buyers an option to customize base plans with options that you have pre-packaged. (Note this does not mean starting from a blank sheet of paper.) The pricing for each option is already assigned helping the buyer select from a menu of options.

How you help your customers manage their choices will, in large part, determine whether they choose you! It will also help you qualify them for the chosen market segment you serve.

**Members
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5 Cents
Per Gallon
At Speedway!**



**With Their
Superfleet
Card!**



**Call Tom
Farnham 989-
615-2736**

MAHB Member Rebate Program Adds Four New Manufacturers

The MAHB Member Rebate program has added four new manufacturers: Boise Cascade, Closet Maid, HB&G Porch Columns and Sears Commercial Marketplace.

GLHB&RA members can get rebates from numerous companies when they purchase their products. Average rebates last year were \$860.54 per member!! It's easy to file for a rebate using [these claim forms](#). All details are explained on [this special MAHB website](#). If you're a builder, don't leave money on the table!



**Use Your Member
Card this Month
And Save!**

meijer

Attention Remodelers: Low Interest Loans Help Fund Property Improvements!

Attention Remodelers: The Michigan State Housing Development Authority (MSHDA) will help your customers finance their remodeling projects! This program is for families with household incomes up to \$65k or \$74,750, or landlords renting to low to moderate income families. Homeowners can borrow up to \$50,000 at rates as low as 4%. Here are a few of the improvements that qualify: HVAC, plumbing, electrical, roof, doors, windows, siding,



**Spend \$25
Or More
On General
Merchandise
And
Get \$5 Off!**

insulation, additions, painting, floors, decks, and more. Interested homeowners can get more information from [MSHDA's participating lenders](#) on the michigan.gov/mshda website.

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