

		MEMBERSHIP LEVELS		
		ASSOCIATE (Effective 11/2022)	SIGNATURE U (Effective 11/2022)	EXECUTIVE U (Effective 11/2022)
Transformative Business & Sales Education	Add'l Attendee **			
4-Day Executive Business School (3.2 CEUs) <i>For business owners who want to make great strides in their company's growth and productivity, this Business School is the foundation of all owner education and is the cornerstone of the unique SEN education offering.</i>	✓	✓*	✓*	✓*
2-Day Good-Better-Best Sales School (1.6 CEUs)	✓	✓*	✓*	✓*
Online Project Management Course (0.8 CEU)	✓	✓*	✓*	✓*
Online Bath Remodeling Course (0.6 CEU)	✓	✓*	✓*	✓*
Online Kitchen Design & Sales Course—Level One (0.8 CEU)	✓	✓*	UNLIMITED ATTENDEES	UNLIMITED ATTENDEES
Online Kitchen Design & Sales Course—Level Two (0.8 CEU)	✓	✓*	UNLIMITED ATTENDEES	UNLIMITED ATTENDEES
One-Day Regional Seminar (0.8 CEU)		UNLIMITED ATTENDEES	UNLIMITED ATTENDEES	UNLIMITED ATTENDEES
Lunch 'N Learn Monthly Webinars (0.1 CEU)		UNLIMITED ATTENDEES	UNLIMITED ATTENDEES	UNLIMITED ATTENDEES
3-Year Profit Plan Excel Templates		✓	✓	✓
Personal Profiling Assessments DISC/TTI (for better hiring and communication)		SEE ADD-ON BENEFITS	SEE ADD-ON BENEFITS	(5) TTI PER YEAR
FINTEL Benchmarking Report (1 per year)		N/A	✓	✓
Business Development Manual (200+ pages)		N/A	✓	✓
Purchasing Power & Networking Community				
Access to 50+ Vendors with Preferred Pricing and Quarterly Rebates		N/A	✓	✓
Admin Fee on Purchasing Program		N/A	1.95%	1.75%
Year-End Bonus on Purchases > \$200K				
Tier 1: \$200 - \$500K (0.4%) Tier 3: \$1M - \$1.5M (0.6%)		N/A	✓	✓
Tier 2: \$501K - \$1M (0.5%) Tier 4: \$1,500,001M+ (0.7%)				
Savings4Members (Discounted 20+ business services)		N/A	✓	✓
Access to SEN Member Portal (Network with Industry Peers and Access SENtelligence Library)		N/A	✓	✓
Annual Conference (One Principal/ Year; \$200 Each Add'l Member-Firm Attendee)		N/A	✓	✓
Dealer Roundtables (at Annual Conference)		N/A	N/A	✓
Vendor Webinars		N/A	✓	✓
Membership Investment				
ONE-TIME \$495 ENROLLMENT FEE		✓	✓	✓
MONTHLY DUES (Save 10% for 12 months paid in full)		CONTACT US TODAY	CONTACT US TODAY	CONTACT US TODAY
Add-On Industry-Changing Technology				
DesignAlign™ Selling System Technology w/ GBB Project Budgeting Tool		TBD	TBD	TBD
GBB Sales Process Video Library		✓	✓	✓
Other Add-On Benefits				
Access to Business Coaching		✓	✓	✓
Personnel Profiling Assessments DISC/TTI with Debriefing		✓	✓	✓
Profit Plan School (5th Day @ 4-Day Executive Business School Per Member-Firm Attendee)		✓	✓	✓
Showroom Design Services		Custom Quote	Custom Quote	Custom Quote

*SEN U education programming—rolled into the low monthly membership dues—is based upon availability for one (1) Principal per firm or one (1) Team Member per firm (where applicable) to attend ONE (1) school and/or course per year. We make this high quality education programming affordable by spreading the annual costs over the entire membership. To realize the most impactful business benefits, it requires a minimum membership commitment of 12 months which begins at time of paid Enrollment Fee. Members are encouraged to attend the 4-Day Executive Business School within the first 12 months of enrollment and may enroll in the 2-Day Good-Better-Best Sales School during the next 12-month period, not to be repeated within a 36-month cycle. For example; Member/Owner enrolls on June 1, 2021 and attends 4-Day Executive Business School in July 2021. He/She may then have a Sales Designer attend the 2-Day Good-Better-Best Sales School in 2022, and attend the Online Project Management Course in 2023.

**Owners and/or Team Members may inquire about attending more than one school or course in any given year, or sending additional team members to any of the programs marked by an asterisk* in any given year, for a much reduced tuition fee. See Add'l Attendee column for these special tuition fees per person.