

## Spike Club Q & A

### What are the benefits of becoming a Spike?

The real benefits are intangible: You are recognized for your contributions to the association and regarded as an accomplished and connected member. Additionally, Spikes receive:

- A coveted invitation to the biggest party of the year, the Spike Party at the International Builders' Show®\*
- Increased visibility, recognition and networking opportunities at industry events
- Unique and valuable lapel pins for each level of achievement
- Additional VIP treatment throughout the year

\* Eligibility postcards are sent only to eligible Spikes who have at least six credits and one new member recruitment credit between Nov. 1 of the previous year and Oct. 31 of the current year. For example, if a Spike who otherwise meets the attendance criteria recruits a new member in December 2012, this will satisfy the new member recruitment criteria and s/he will be eligible to attend the 2014 Spike Party.

As always, the recruitment credit may be composed of one full credit received when a new Builder or Associate member is recruited or two ½ credits received when Affiliate or Council members are recruited.

### How do I become a Spike?

Before becoming a Spike, you are a Spike candidate. That means you have earned between one and five and a half credits. Once you earn your sixth credit, you become an official NAHB Spike! Spike credits are earned by recruiting and retaining NAHB and Council members.

### How do I earn Spike credits?

Spikes earn one credit for each new Builder or Associate member they sponsor. When that member renews after his or her first year of membership, the sponsoring member automatically gets one renewal credit. Every year the member renews thereafter, the sponsoring member will receive a ½ renewal credit.

Spikes receive a ½ credit for recruitment and a ½ credit for the renewal of Affiliate members.

### Will I earn Spike credits for recruiting and retaining members into a Council?

Yes, when a new Council membership is activated the recruiter earns a ½ credit, and when that member renews his or her council membership, the sponsor earns ½ retention credit for each renewal.

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### What are the Spike Club levels?

<b>Spike Candidate</b>	<b>Spike</b>	<b>Life Spike</b>	<b>Green Spike</b>	<b>Red Spike</b>
1-5 Credits	6 Credits	25 Credits	50 Credits	100 Credits
<b>Royal Spike</b>	<b>Super Spike</b>	<b>Statesman</b>	<b>Grand Spike</b>	<b>All-Time Big Spike</b>
150 Credits	250 Credits	500 Credits	1000 Credits	1500+ Credits

### How do I earn double Spike credits?

State and local home builders associations can host organized membership drives or campaigns throughout the year and apply for a double Spike Credit month through NAHB.

Learn more about [earning double Spike Credits](#). You may also contact [Mary Spooner](#) at 800-368-5242 x8337.

### How can I get tickets to the IBS Spike Party?

You must be a Spike in good standing as of October (having at least six credits) and you must have earned at least one new member credit during the previous 12 months. The new member credit can be one full credit earned when a new Builder or Associate member is recruited, or two ½ credits when Affiliate or Council members are recruited.