

Building Service Contractors Association International

# Membership Benefits



*The Business Resource for Contractors™*

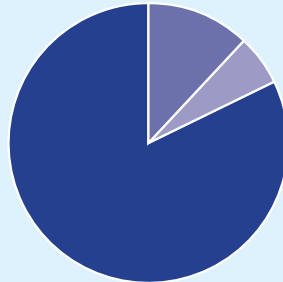


# Who is BSCAI?



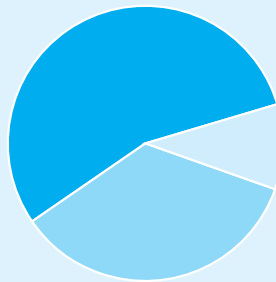
Building Service Contractors Association International (BSCAI) has been the premier trade association serving the building service contracting industry for more than 50 years. BSCAI helps separate you from your competitors by providing top-notch education, networking, information and training to improve your success in this dynamic, ever-changing industry.

As a member, you will be joining an elite network of the “who’s who” in the industry, including decision makers and professionals representing more than 1,000 companies from across the U.S. and 30 other countries worldwide. There is no better way to grow and maintain your presence in the marketplace than by joining BSCAI right now.



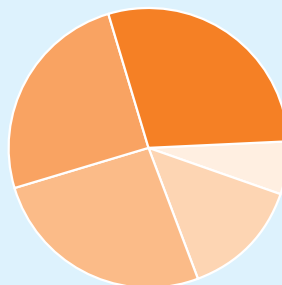
## Membership Categories

- Contractor** 82%  
*Contractor members include:* Professional/Professional Affiliate, Franchisor/Franchise Affiliate, Security
- Associate** 12%  
*Associate members include:* Manufacturer, Distributor, Consultant
- Other** 6%  
*Other members include:* In-house Professional, Associations



## Membership by Annual Sales Volume

- <\$1M** 55%
- \$1M – \$10M** 35%
- \$10M+** 10%



## Regional Breakdown of Membership

- Eastern United States** 29%
- Southern United States** 25%
- Midwestern United States** 26%
- Western United States** 14%
- International** 6%



# What Can BSCAI Do For You?

Joining BSCAI means you are no longer alone in your quest for business growth and success. You will have access to a network of more than 1,000 building service contracting companies and individuals who can provide you with answers and insights on business issues that matter to you.

Regardless of your company size, BSCAI's programs and services will help you excel in today's competitive marketplace while enhancing your leadership skills and positioning you and your company for continued success. As a member, you will have immediate access to the business tools needed to grow your client base, increase your profitability and reduce risk.

BSCAI assists entrepreneurs like you – whether you are a start-up, mid-size or large company – in a variety of ways.

## The “C” stands for Contractor

At BSCAI, contractors are our focus. We provide tools, information and resources that help contractors:

- Increase top-line sales
- Reduce costs and improve profitability
- Reduce the risk of doing business
- Increase your brand and professionalism to make you look better along the way

**Find out how and get started.**

Visit us online at [www.bscai.org](http://www.bscai.org).



# Don't just take our word for it...



“You get to learn so much with BSCAI and you immediately see the value when you become involved.”

**Jason Lee**  
Lee Building Maintenance

“If you want to know what’s up and coming, what is trend-setting in the industry and gain access to innovative ideas, BSCAI is there to help you improve your business.”

**Sally Schopmeyer**  
Maintenance, Inc.



See more stories on our [website](#) or on our [YouTube channel](#).



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[www.bscai.org](http://www.bscai.org)

# BSCAI National Events

BSCAI hosts three in-person national events each year. These powerful and impactful meetings provide building service contractors of all levels with the education and networking opportunities they need to stay informed and connected to their industry. Annual events include the CEO Seminar, Executive Management Conference and Annual Convention.



The **CEO Seminar** attracts an exclusive group of BSC chief executive officers and executives, who participate in inspirational, strategic leadership seminars led by internationally-recognized speakers.

This intimate, three-day gathering provides attendees with success-driven education, focused on effective leadership, key business growth strategies and high-impact tactics. Attendees network and learn among a group of like-minded peers and return to their businesses rejuvenated and energized!



The **Executive Management Conference** is an opportunity offered each spring for BSC owners and their senior team to gather for business-focused education and networking in an exclusive retreat setting.

The Executive Management Conference is a team-based educational event providing success-driven education ranging from creating balance in the workplace to industry-expert insight into more profitable sales, improvements in forecasting and increasing profitability. Conference topics typically focus on business growth strategies, managing and motivating personnel and effective negotiations.



The **Contracting Success Conference** is BSCAI's largest event. The convention takes place in the fall and brings together 500 plus BSCs of all sizes and levels for unparalleled contractor-specific education. This is *the event* for BSCs, created by BSCs, with more than 20 hours of education to choose from.

In addition, BSCAI partners with the ISSA/INTERCLEAN trade show to give attendees complimentary access to North America's largest industry-related trade show. The combination of these two powerful events in one place, for one price, has created a "can't-miss" week for BSCs interested in growth.

For full event details, head to [www.bscai.org/events](http://www.bscai.org/events).



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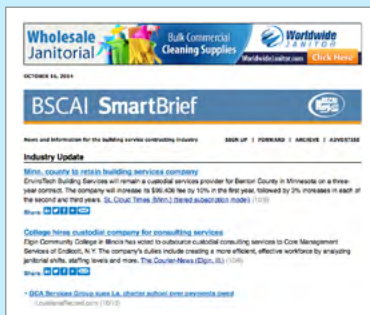


# Keeping Members Informed and Up-to-Date

## Contracting Profits Magazine

Contracting Profits magazine is sent directly to 25,000 owners and top level executives of building service contractor firms. With pass along readership, a total of 72,000 decision makers depend on Contracting Profits to stay on top of key issues they face, including turnover, sustainability, cleaning best practices and technology. This award-winning publication is published 6 times each year and includes coverage of the BSCAI annual convention and ISSA/INTERCLEAN® Show. Each month features a BSCAI Member News section. Products and solutions are seen by business owners whose firms each clean an average of 1.4 million square feet of floor space.

## Contracting Profits



## SmartBrief

BSCAI is proud to produce the #1 weekly e-newsletter designed for professionals in the building service contractors industry. The *BSCAI SmartBrief* brings you the most important and relevant news and trends from media outlets worldwide to keep you up-to-date on the essential information pertinent to our industry. Areas of focus include government and regulatory updates, business news and best practices. It also includes BSCAI-specific information about upcoming events, exclusive member benefits and new association offerings. *SmartBrief* is distributed every Thursday, so visit [bscai.org](http://bscai.org) to opt-in and stay in the loop of what's happening within your industry!

## Contractor Connections

*Contractor Connections* is a communication resource exclusive to BSCAI members. BSCAI shares informative association news and key member benefits to help you make the most of your BSCAI membership and improve your business. Through *Contractor Connections*, members receive information on upcoming events, industry executive profiles, webinars, marketplace specials, top trending stories, featured partners and member benefits.



## Government Affairs Fund Alerts

BSCAI's Government Affairs Team gives the building service contracting industry clout in the political process. It works to influence Federal legislation and regulation across the issue spectrum — any one of which could wash out a business' bottom line. Fighting them is one of the toughest — and most important — activities of the Building Service Contractors Association International. GAF Alerts keep our members in the know with activities that could affect their business needs and practices.



# Save More.... Guaranteed



## Save money on products you already buy

Like no other in the industry, this program gives you the purchasing power of a superstore—delivering the tools for you to acquire name brand cleaning products at much lower prices—and offers you a brand new way to deliver quality, reliability and speedy service to your clients. The Purchase Advantage Program™ is a groundbreaking solution that gives you new choices and puts you back in control of your purchasing, your service level and your bottom line.



Chemicals  
**45% OFF**

Paper  
**48% OFF**

Liners  
**50% OFF**

Office Supplies  
**65% OFF**

## Your competitive advantage

Nationwide availability of name brand core products at a fixed price helps you manage and control costs, deliver consistent cleaning results, and attract and retain profitable clients. Customizable data management tools enable you to implement product standards, either company-wide or by individual location.

## You have the control to:

- Manage authorized purchasers and delivery locations
- Define not-to-exceed budgets and establish approval channels
- Generate reports to help track, budget and manage your account
- Create or modify shopping lists unique to each location's specification

**Save more  
than the cost  
of your annual  
dues – or your  
money back!**



# Industry Certification Programs



## Differentiate Yourself Among Your Peers

In this era of increased competition, clients and prospective customers alike seek credentials that substantiate knowledge and experience. BSCAI offers three individual programs: the Registered Building Service Manager (RBSM), Certified Building Service Executive (CBSE) and Registered Building Supply Professional (RBSP). BSCAI members

also receive the member discount on their Certified Industry Management System (CIMS) company certification offered by ISSA. These designations provide a competitive edge you can use to significantly enhance your prospects for career advancement and opportunities.



## Registered Building Service Manager

Become a part of an elite group of building service and contract security

professionals by obtaining the Registered Building Service Manager (RBSM) designation. The RBSM designation is widely recognized and respected in the building service industry, and demonstrates your commitment to the building service and contract security community.



## Certified Building Service Executive

The Certified Building Service Executive (CBSE) designation is

a symbol of accomplishment and is recognized with great respect by other building service contractors and customers throughout the industry. Professionals who achieve the CBSE have reached the highest, most exclusive designation in the industry.



## Registered Building Supply Professional

The Registered Building Supply Professional (RBSP) is an individual certification available to suppliers or service providers in the building service contractors industry. This designation will stand for a basic understanding of the BSC business, needs, pressures and goals. A seal of approval that a brand sales representative can earn to show customers that they have studied and achieved a level of understanding of issues impacting their customer.



## Certified Industry Management System

The Certified Industry Management System (CIMS) and CIMS-Green Building Certification is more than just a way for cleaning organizations to set themselves and their green cleaning operations apart in the marketplace. **BSCAI members receive a discount on their CIMS company certification offered through ISSA.**





# Year-Round Member Benefits



## Job Board

BSCAI's Job Board was constructed to help connect industry professionals with new employment opportunities. Members can view jobs, create job alerts, post their resume anonymously, and more. For those who are looking for talent, employers are able to reach the most qualified candidates and you only pay for the resumes that interest you.

## Discussion Forums

With more than 9,000 BSCs in the BSCAI LinkedIn group, you can take part in active discussions about topics that matter to you. Connect with fellow BSCs to interact, ask questions to the community, or provide answers and input. BSCAI experts are available through this tool to contribute to the conversation.

## BSCAI Peer Groups

Need direction or industry advice? BSCAI offers both peer groups and peer mentoring programs. **BSCAI peer groups** provide members an avenue to freely share ideas, information and opinions in a face-to-face setting.

## BSCAI Mentors

Peer mentoring offers members a one-on-one opportunity to connect with active members in the association and become more involved. This is the perfect forum for receiving professional advice and direction from those who have been in your shoes.

## BSCAI Marketplace

BSCAI produces and distributes vital educational information designed for building service contractors. The BSCAI Marketplace offers hundreds of publications, training programs and videos in more than 50 subject areas ranging from marketing your business to succession planning to training-related materials. BSCAI members receive a 10-30% discount!



## BSCAI Education Library

BSCAI has developed a library of pre-recorded sessions from past Annual Conventions and webinars. This timeless content is available for members to view at their convenience at the office, job site or on the go.

Learn about topics including sales, operations, HR, healthcare reform, government affairs and much more.

## BSCAI Membership Logo



BSCAI members are encouraged to advertise the BSCAI logo on their marketing materials, business cards, stationery and proposals. By doing so, you demonstrate to your clients and competitors that you're a member of the #1 building service contractors association in the world and dedicated to providing the highest-quality service possible.

## Online Membership Directory

The BSCAI Online Membership Directory is the ultimate "who's who" guide for our industry. It provides a unique opportunity to advertise, network and prospect, all in one place. Use this resource to get in touch with other BSCAI members and as a way for non-members to find you. Members can use this directory to find contractors, manufacturers and distributors based on types of facilities cleaned, business location, company name and more. Contact BSCAI for details!



# Member Engagement Opportunities

## Committee Involvement

BSCAI needs the volunteer support of its members serving on various committees to guide programs and influence decisions on behalf of the association. The knowledge, experience and expertise of BSCAI member representatives ensures that the association will continue to grow and improve. As a member of BSCAI, you will have the opportunity to serve on one of many committees matching your interests. BSCAI committees currently include:

- Membership Committee
- Editorial Committee
- Technology Committee
- Certification Committee
- Government Affairs Committee
- Awards and Recognition Committee
- Professional Education Committee



## CLEAN Awards

The CLEAN Awards program allows all BSCAI members to nominate individuals who have volunteered their time for the betterment of the association and the building service contracting industry.

The prestigious awards presented each year are evidence of the professionalism and high standards that BSCAI members set for the industry. As a member of BSCAI, you can recognize your peers by nominating individuals or BSCAI member organizations in all categories for which they qualify.



## BSCAI's Government Affairs Program

BSCAI's Government Affairs Program (GAF) Team works on behalf of members to monitor devastating legislation and influence positive legislation that ultimately helps strengthen the industry. The BSCAI Government Affairs committee works to bring our members the latest news on many topics including:

- Immigration reform
- Worker misclassification
- Illegal sub-contracting
- Healthcare reform
- Taxation



# On-Demand Education

## Virtual Certification Workshops

BSCAI is making it easier for you to study and prepare for the four-part certification exam by experiencing our workshops virtually. BSCAI hosts monthly webinars corresponding with different volumes from the RBSM study kit. The webinars are instructor-led and available on-demand in a recorded format.

Just like the in-person workshops, lectures and exercises are based on the seven Building Service Management Program manuals and Guide to Green Cleaning. Take advantage of this unique opportunity to earn the prestigious RBSM designation, a certification recognized as a standard of excellence in the BSC industry.

## Webinar Series



You do not have to travel to take advantage of BSC-focused education with BSCAI webinars. These 60-minute, live seminars offer the same high-quality, classroom-based education available at BSCAI educational events. BSCAI webinars offer expert insights on topics including:

- Overtime Regulations
- Secrets to Improving BSC Margins
- Legislation Updates
- Safety: Workers Comp and Managing Risk
- Supply Chain Efficiency

Visit the BSCAI Marketplace for our online library of webinars. Many webinars are available to members at no cost, with low member rates for others. Visit [www.bscai.org/webinars](http://www.bscai.org/webinars) to learn more.





# Members Save with Trusted Partners Program



**Affinity HR Group** is a team of experts who can provide assistance with federal and state compliance, developing effective pay and incentive bonus programs, communicating effectively with employees, pre-employment screening and testing, recruiting top-notch staff and more! The team of experts includes certified HR specialists, compensation specialists, senior HR strategists, health and welfare consultants, recruiters and labor attorneys.



**BSCAI Background Checks** provide comprehensive background screening services. Reports address negligent hiring, workplace violence, drug use, past criminal records and worker retention. BSCAI members now receive preferred pricing.



**EPAY Systems** is a leading SaaS provider of integrated human capital management technology designed to help building service contractors efficiently manage, track and pay their workforce. Our system includes recruiting and applicant tracking, onboarding, benefits administration, HR, time tracking, workforce management and analytics, payroll and tax processing, ACA reporting and performance management.



**HomeAdvisor**, formerly ServiceMagic, Inc., is the nation's leading online marketplace connecting consumers with prescreened and customer-rated commercial and home service professionals. HomeAdvisor uses its proprietary technology to match consumers' service requests with local service professionals in real time, addressing more than 650 different commercial and home service needs.



**TheJanitorialStore.com** is an online community for cleaning business owners and those in the industry considering starting their own cleaning business. BSCAI members receive 50% off a one-year membership.



**Liberty Mutual Insurance** offers BSCAI members a range of commercial insurance offerings tailored to the unique needs of the ever-changing building service contracting industry. Coverage spans damage to borrowed equipment, property damage, lost key coverage and more.



**Paperless Proposal™** is a web-based online proposal software for sales, management and marketing. Create, send, track and manage customized proposals or marketing packages, and track how long and which prospects viewed them with our proposal application.



# Members Save with Trusted Partners Program



## RainMaker Sales Support

can be your sales partner and provide you with call center support for all parts

of your sales process—from qualifying prospects and setting up appointments to sales training and improving client retention. BSCAI members enjoy a 15% discount.

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**Sprint** provides customers with a single source for all wireless and data needs. Customers can simplify their technology needs by leveraging the power of the Sprint LTE Plus Network. Sprint is constantly launching new products that will improve efficiencies and lower cost of doing business.

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**Sunbelt Rentals**® provides BSCAI members a discount on equipment rentals plus 24/7 customer service, after-hours emergency response, safety training and comprehensive preventive maintenance.

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## TNG Insurance Services

offers BSCAI members and their employees an

affordable, flexible and customizable medical insurance plan that will help reduce staff turnover, save your company money and improve your competitive advantage when recruiting top talent.

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**Whil** is the leading digital training platform for mindfulness, yoga, and leadership. Training programs work on any computer or mobile device and helps employees increase focus, productivity, and resilience while reducing stress, absenteeism and healthcare costs.

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**YRC Freight** provides members comprehensive regional and national coverage, including Mexico, Puerto Rico and the most extensive inter-

Canada service. More customers rely on YRC for their big shipments than any other provider. BSCAI members receive a 62% discount on qualifying less-than-truckload (LTL) shipments. Yellow and Roadway have integrated networks, services and capabilities to become YRC. This gives you increased coverage, service options, reliability, quality and speed.

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# Don't just take our word for it...



“Since we began [using the Purchase Advantage Program], the re-sale portion of our business has grown from essentially nothing to about 18 percent of our gross sales”

**Mike Kelley**  
Combat Cleanerz

“BSCAI is a vehicle to learn and grow effectively. The networking and education provided through BSCAI is tailored to contractors and is something you cannot get anywhere else.”

**Tim Murch, CBSE**  
4M



See more stories on our [website](#) or on our [YouTube channel](#).





# What Can BSCAI Do for You?

- Expand Your Professional Network of BSCs and Other Industry Experts
- Develop Your Leadership Skills
- Manage Your Bottom Line
- Grow Your Customer Base
- Increase Your Profitability
- Enhance Your Employee Training Programs

**Find out how to get started.**

[www.contractingsuccess.org](http://www.contractingsuccess.org)



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