

# The Construction Specifications Institute



Greetings, CSI members!

Last month I spoke to CSI Members regarding the value of CSI membership. This month, I would like to address the owners of firms, employers, or decision makers. If you are a member of CSI, or wish to become a member of CSI, please feel free to pass this article to your employer.

Hopefully, as owners of firms in the construction industry you are aware of CSI. But if you are requested to sponsor CSI membership for an employee, is there a real benefit to your firm? Allow me to answer this question:

- **Networking Opportunities:** In the current economic conditions, the networking opportunities offered by CSI are a very valuable tool. Chapter meetings and involvement in Chapter Committees gives a member the opportunity to form relationships with local members of the construction industry. Involvement at the Institute and Region levels increases this profile. Investing in these opportunities can lead to increased visibility of your firm, new customers, improved productivity and recognition of your professional efforts.
- **Leadership Training:** By assuming an active role in Chapters and Committees, CSI members are exposed to leadership opportunities. Examples of this are:
  - how to work with a team to complete a project,
  - how to run an effective meeting,
  - how to manage a budget, etc.



By allowing employees to take leadership positions in CSI, you will benefit from the enhanced project management skills your employees will acquire.

- **Professional Training:** Being viewed as a professional by our peers is an advantage for employers. Many contractors and manufacturer representatives are called upon by the design community for information on bid procedures, product and technical information, and construction procedures. The certification program offered by CSI enables members who take advantage of these opportunities to improve productivity, communication, and construction documentation. Professionalism can translate into improved profits for your firm.

If you agree to promote CSI membership to your employee, please don't be willing to accept anything but a full commitment from the employee. If the employee is not willing to get involved in CSI, the benefits mentioned above will not materialize. However, if you are willing to encourage the employee in this endeavor, I believe you will soon notice benefits that will provide you with a much improved employee.

Sincerely,

Michael M. Davis, FCSI, CDT  
CSI President

P.S. In an effort to improve communication, I plan to send a monthly email communication on various topics to you. Your feedback will help me provide the information you need to expand the benefits of CSI membership.