



Invest In  
CSI Membership  
For Your  
Employees

*It's Worth It!*



The Construction  
Specifications Institute

## When Your Employees Participate in CSI Membership

### **YOUR COMPANY IS THE BIGGEST WINNER!**

The Construction Specifications Institute (CSI) is a national technical organization that works to meet the industry's need for a common language and system to organize, standardize, retrieve, communicate, and exchange construction information. For over 52 years, CSI has led the industry in fulfilling this goal through specialized education programs and by developing such cutting-edge technical support products as *MasterFormat™*, *UniFormat™*, the *Uniform Drawing System* (now part of the U.S. National CAD Standard), and *PerSpective™*, which have become industry standards. CSI members work as an industry team to develop innovative products and services that benefit all practitioners involved in creating and sustaining the built environment. And, CSI wrote the book when it comes to construction documentation and best industry practices — the *CSI Manual of Practice*, the preeminent reference for the construction industry.

CSI also offers the impressive, industry-recognized Construction Document Technologist (CDT) program and also certification programs that bridge the gap between the world of academia and the world of practice by teaching real-world skills you can't learn in school. The CDT covers the fundamentals of construction contracts, construction documents, methods of specification, and project development and is the prerequisite for the more advanced specialty certifications. The Certified Construction Specifier (CCS), Certified Construction Contract Administrator (CCCA) and Certified Construction Product Representative (CCPR) designations are quickly becoming vital employment credentials.

Today, CSI also is working to address the nation's need to replace and rebuild its crumbling infrastructure by developing tools to get the right information to the right people at the right time. Two such tools will help with this effort: the Overall Construction Classification System (OCCS), and the Infraknowledge web site.

No other organization is working to benefit all members of the construction team. No other construction industry organization delivers such impressive opportunities to individuals in the design and construction industry AND the companies for which they work.

Sponsor employee CSI membership and watch these outstanding benefits enhance your business operations and success!

## Through CSI Membership, Your Employees Will:

### Make Valuable Networking Contacts

- Experience innumerable opportunities to make sales contacts and develop potential clients, both at the local and national level.
- Build up a network of professional contacts your company can turn to when you need help and information—just one look in the CSI Online Member Directory gives you a list of professionals with unmatched expertise.
- Gain exposure to new business opportunities before they ever hit the market.
- Build your company's quality reputation through CSI participation by working closely with other industry members.
- Increase your company's visibility among potential clients.

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*"During the course of my 21 years of membership in CSI, I have developed valuable personal and professional mentors. The time and energy I have devoted to CSI has paid rich personal and professional dividends."*

— Edith Washington, FCSI, CCS  
Specifier

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### Take Advantage of Exceptional Professional Development Opportunities

- Customized training for many key job functions and processes held right on your company's premises
- Seminars held nationwide and others your employees can attend from the comfort of their office to help them improve the communication, technical and management skills they use every day on the job

- CEU credit for architects and engineers at qualified seminars toward their re-certification and licensure
- CSI certification programs widely recognized throughout the industry as an employment essential and a stamp of professional credibility
- Practical experience through chapter, region and institute leadership (committee chairs, board positions, and more!) and speaker opportunities

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*“CSI has helped me in many aspects of running my business such as planning, communication skills, and honing my product presentations. Many of the committees, task teams, and projects that new members get involved in can provide training in many of these areas.”*

— John Hamilton, CSI, CCPR, AHC  
Manufacturer's Representative

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### Cash-in on Value and Cost Savings

- Employee membership offers remarkable benefits at affordable fees—among the lowest of any membership organization in the construction industry!
- Your company can save all year long with member discounts on key industry resources. Save on publications, technical resources, directories, conference registrations, seminars and more!
- Discounts on subscriptions through organizational alliances on popular industry magazines such as *Engineering News-Record*, *Architectural Record*, and *Design-Build*.

- Discounts on essential business services such as Airborne Express, Sprint, MBNA/CSI credit card, and insurance programs that include discounts for professional liability insurance for those who hold CSI certifications!
- Over 70% of CSI memberships are paid for by their employers—support YOUR employees in their quest for industry knowledge by paying for their membership.

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*“I have grown as a person with an established reputation through my CSI activities.”*

— Bob Molseed, FCSI, CCS, FAIA  
Architect

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*“The biggest benefit that I have received from CSI is the recognition of professionalism from others in the industry. I am continually called upon by the design community for advice relating to contracting and bid procedures, and I believe that my assistance is requested because of my professionalism — partly enhanced by my involvement with CSI.”*

— Richard Cooper, PE, CSI, CDT  
General Contractor

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## CSI Serves All the Key Professionals on Your Team.

Architects/Designers  
Building Owners  
Contractors  
Engineers  
Facility Managers  
Product Manufacturers  
Product Representatives  
Specifiers  
Industry Support:  
Attorneys, Commercial Real Estate  
Agents, Webmasters, CPAs, etc.

Invest in their professional growth and your company will reap the rewards for years to come.

*CSI participation is a challenging training ground that spurs employee growth through an atmosphere of mentoring and learning that can't be matched.*



### The Construction Specifications Institute

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