

# MEMBERSHIP ADVANTAGE PROGRAM



## OFFICE SUPPLIES

### DELUXE Nebs



Deluxe Nebs provides personalized business solutions to help you start, manage and grow your business: Cheques & Forms, Marketing Materials, Promotional Gifts, Apparel, Greeting Cards, & Calendars, Payroll, Web Design & Hosting, Logo Design & Business Registrations and much more! SAVE 15% on any deluxe product\*! **DELUXE PERFECT PARTNER:** Receive an additional 15% off printed products (cannot be used in conjunction with other promotions).

### Staples Advantage



As part of this exclusive program, you qualify for the following discount and benefits from Staples Business Advantage:

- A special West End Home Builders' Association Program
- No extra charge for the next day delivery or local pick - up on orders larger than \$50
- Visit [StaplesBusinessAdvantage.ca](http://StaplesBusinessAdvantage.ca)
- Participation in evergreen recycling program (boxes, ink and toner cartridges)
- one-stop shopping for all of a company's business essentials

#### PRICING:

- Up to 73% discount on the 250 strictly Business mini catalog items
- 45% discount off on all other Office & Computer Products Catalog List Price Items
- 25% discount on Stock Furniture

### Grand & Toy



WE HBA members can save 10%-20% off the web price of office supplies from Grand & Toy! Get competitive pricing on a wide range of products, including paper, ink, toner, pens, facilities and maintenance supplies, beverages, technology, print services and furniture.

Plus, take advantage of the following benefits:

- No charge for next-business-day delivery on orders over \$50 to most Canadian locations. (Some conditions apply.)
- Automatic discounts – What you see is what you pay
- Single source supplier for one-stop purchasing
- Unique member account log-in for easy ordering
- Live inventory verification
- Sustainable “green” products available

## INSURANCE PROGRAMS

### Blueprint Insurance



Blueprint Insurance has proudly been the provider of the OHBA Member Employee Benefit Plan for many years and understands the industry's needs and unique challenges. WE HBA Members receive custom benefits packages, stable rates and exceptional discounts when they choose Blueprint to create flexible and affordable group insurance benefits.

### RBC Insurance



As the provider of car and home insurance for your organization, RBC Insurance® is able to offer you — as well as your spouse and dependent children — exclusive group plan rates that could save you hundreds of dollars in premiums every year.

## TD Insurance



As a trusted partner, the TD Insurance Meloche Monnex program is dedicated to helping Canadian Home Builders' Association members get access to preferred rates on home, condo, renter's and car insurance coverage.

Here are a few other ways your savings can add up:

- Insuring more than one vehicle, including a motorcycle, ATV, or snowmobile
- Installing an approved anti-theft system in your vehicle
- Owning a hybrid or electric vehicle recognized by the Insurance Bureau of Canada
- Installing an approved security system and/or smoke alarms on every level of your home
- Living in a recently built home
- Being claim-free for 5 years, or longer

## Federated Insurance



Home builders and renovation contractors face unique risks. Working directly with you means Federated Insurance gets to know the nuances of your business and discover opportunities to protect it from risks that could be overlooked easily. Specialized and comprehensive insurance programs are tailored to the specific needs of your business, and their risk management advice and expertise can help your business prevent claims from happening in the first place. WE HBA Members now have unlimited access to free legal assist services, discounted third party vendor offerings (where available), discounts on multi-cover endorsements and enhanced coverage for property of others. You also receive access to great coverage on equipment breakdown (boiler and machinery), sewer back up, computerized equipment, comprehensive crime, business interruption income and more!

## Lawrie Insurance Group



We are proud to offer WE HBA Members access to Commercial Insurance, Employee Benefits & Administration, and Personal Home & Auto Insurance programs that have been designed specifically for their industry. Below are a few highlights of our exclusive Developers Advantage program:

Commercial Insurance:

- Two (2) year rate guarantee
- Lowest industry deductibles
- Flexible policy terms
- Profit sharing
- Bespoke coverage tailored to your company's individual needs

Employee Benefits & Administration:

- We REFUND money that did not go towards claims or expenses.
- This year we are refunding over \$2.5 million to our clients! That's an average refund of 11% per client.
- 20% reduction of our Benefits Administration Outsourcing services for Members.

Personal Home & Auto Insurance Program:

- Members and Member Employees can SAVE UP TO 40%
- Resources & marketing tools to promote the program to employees

## IT SUPPLIES

## Microsoft Office 365 Business Premium



Are you looking for a better way to grow and protect your business? As a WE HBA member, you save 10% on Microsoft Office 365 Business Premium. It's more than Word, Excel and PowerPoint. With Microsoft Office 365 Business Premium you get business-class email, online storage and teamwork solutions that enable you to work from anywhere, with anyone as you grow and protect your business. This integrated solution was designed with your small or medium-sized business in mind, bringing together the best-in-class productivity of Office 365 with advanced security capabilities to safeguard your data from external threats and help protect against data leaks. With Microsoft 365 Business, you can empower your employees to be productive from anywhere on any device.

## LENOVO



Save up to 30% off the everyday public web price of Lenovo's entire product line. Take advantage of great deals on everything you need for your office and home, including all laptops, tablets, desktops, all-in-ones, workstations, servers, and accessories. This includes savings on top products, such as the award-winning ThinkPad laptops and innovative multimode YOGA tablets.

WE HBA members also receive free ground shipping on all web orders, monthly limited-time special offers, access to energy-efficient green technologies, and award-winning service and support. Experience the Lenovo difference!

## FUEL + VEHICLE

## Imperial



WE HBA members get 3.0 cents per litre discount on retail posted pump prices — plus many extras: Whether you have a small sales force or a large fleet of service vehicles, the Esso Business Card Program gives you exceptional fuel savings, powerful and easy-to-use fuel management tools and broad acceptance at nearly 1,800 Esso stations in Canada. With the Esso Business Card Program you drive more money to your bottom line with volume discounts, you easily pay your bills, manage your cards and track your expenses plus eliminate or reduce unwanted driver spending with purchase restrictions.

## PETRO CANADA



Take control over your fleet's operating costs and have more time to spend on growing your business. Petro-Canada™ is pleased to offer you the following benefits through the SuperPass fuel card:

### SIGNIFICANT SAVINGS:

- Discount of 2.0 ¢ per litre on gasoline
- Discount of 2.0 ¢ per litre on diesel
- Save 10 % on car washes
- Discounts apply to purchases at Petro-Canada retail locations
- One card provides access to Canada's largest gasoline and diesel network and works at both retail and cardlock locations.
- Control costs with detailed purchase restrictions on both fuel and non-fuel purchases.
- PIN protection and exception monitoring help defend against fraud and abuse.
- Customized reports can be distributed via email to facilitate analysis and save time.
- Dedicated support from a professional and knowledgeable customer service and sales team.

## CHRYSLER, DODGE, Jeep, RAM & Fiat



Take advantage of remarkable discounts under the FCA Canada Inc. Fleet Discount Program for the purchase of new 2019 Chrysler, Dodge, Jeep, RAM & FIAT vehicles. FCA Canada Inc. has set up a simple and easy process to use discount structure that provides TRUE FLEET concessions/discounts on vehicles such as 1500/2500/3500 RAM Trucks, 3500/4500/550 RAM Cab & Chassis, RAM ProMaster & ProMaster City plus most of the common passenger vehicle line-up. Your company only needs to be a current CHBA member to qualify for discounts that are substantially better than their standard fleet discounts. WE HBA members pay DEALER COST, LESS the Fleet Concession plus the negotiated dealer profits. (Plus freight and applicable taxes).

## Mercedes - BENZ



WE HBA Members take advantage of an exclusive \$5,000 Fleet Incentive off the purchase or lease of a new Mercedes-Benz Sprinter (including Sprinter 4x4 models). With the lowest Total Cost of Ownership in its class, find out how the Sprinter can save you money every time you drive.

## CAR RENTAL + LEASES

## TELECOMMUNICATIONS

### Avis



Save up to 25% off Avis base rates plus get other great offers. WE HBA members always receive up to 25% off your rental, plus enjoy additional offers like dollars off, a complimentary upgrade, or a free weekend day. With a complimentary membership in Avis Preferred®, you'll travel better, save time and gain access to exclusive offers. Skip the counter and paperwork at many locations and go straight to your car.

### Bell



A variety of exclusive rate plans and promotional offers for members available through WPCI- Wireless Personal Communications Inc.

### Budget



Save up to 25% off Budget base rates plus get other sweet deals. These discounts are available on a wide selection of vehicles from eco-friendly and fuel efficient compacts and hybrids to stylish premium and luxury sedans. WE HBA members always save up to 25% off Budget base rates, plus get other great offers like dollars off, a complimentary upgrade, or a free weekend day. Plus with a complimentary membership in Budget Fastbreak, enjoy our fastest, easiest rental experience!

### TELUS



Get 3 months free<sup>1</sup> when activating a new smart phone or tablet on TELUS Peace of Mind™ or Simple Share plan.

Plus, get 20% off a 20 GB Peace of Mind™ mobility plan. And save up to an additional \$20/mo per line when you bring 4 or more lines over.

### COGECO



Cogeco Cable Canada is pleased to offer a \$50 credit towards any newly added service of TV, Internet or phone. This special offer is valid to all of our WE HBA valued members, family and friends of the West End Home Builders' Association.

## DELL Small Business

Good partners give good deals. Save up to 40% off select Dell business tech + CHBA members now save an extra 5% with coupon. Get the technology you need at the price you want.

## InterCall

CHBA has partnered with West Unified Communications, the world's largest conferencing services provider, to offer members special rates for audio and web conferencing through their InterCall service. Members will save up to 70%.

## Choice Hotels

CHBA has teamed up with Choice Hotels® to make Business & Leisure travel a little more enjoyable and convenient – and to save CHBA members up to 15%!

Choice Hotels® includes Comfort™, Quality®, Clarion® and a few others like the upscale Ascend Hotel Collection®. There are over 325 Choice locations spanning all provinces – and over 6,300 worldwide. Hotels are conveniently located near major airports, key highways, and business districts. You'll also be able to connect easily with colleagues and friends using free high-speed Internet, and jump-start your day with free breakfast at most locations.

## PROFESSIONAL SERVICES

## T R A V E L

## Fairmont Hotels

The CHBA group rate gives you 10% off the best available rate for any Fairmont location in Canada.

Fairmont Hotels and Resorts sets the standard for elegance and sophistication, exuding timeless style and a passion to connect guests to the very best destinations. Add great service, and the result is an unforgettable guest experience. Many Fairmont properties were among the first buildings to be erected in young cities across North America; in these places, communities literally grew up around the hotel.

## Snazzy Traveler

Get exclusive travel benefits and savings through Snazzy Traveler. WE HBA Members, receive a free Snazzy Traveler Membership (valued at \$99USD), giving you access to unlimited savings on thousands of hotels, cars, cruises, activities and more all year long. Perks include:

- No blackout dates or travel restrictions
- 110% Price Guarantee
- Save up to 75% on 400,000 hotels and resorts
- Over 8,000 car rental locations
- Top cruise line selection with discounted rates
- Earn reward credits on all purchases

## Sandler Training

Looking for ways to strengthen management and sales capabilities with your team that ultimately drive more sales, shorter conversion times and improved customer experiences? Sandler Training provides coaching, consulting and training solutions for the home building, construction and renovator industry. We're pleased to extend a 20% discount on public or in-house training solutions to our fellow WE HBA members.

## Caliber Communications

Caliber Communications Inc is proud to announce a FREE 30 day no obligation trial for all WE HBA members. Please visit our website at [www.calibercommunications.ca](http://www.calibercommunications.ca) to learn more about how Caliber Communications can reduce your security costs while providing benefits and features that deliver more value to all your projects.

## Sumo Quote

SumoQuote is the easiest way to make contractor quotes that impress clients and win more work. WE HBA members now receive a 20% discount with their SumoQuote subscription, which gives access to the best sales presentation tool on the market today. With SumoQuote you can:

- Insert your logo/branding to professionally graphic designed presentations
- Create pre-set templates for fast quote creation
- Add and annotate photos
- Add custom PDFs to custom craft your presentation
- e-Signing for fast sign offs!
- Sales dashboard
- Callback calendar

## Paystone

Save money on Visa, Mastercard & Debit transactions with guaranteed lowest rates. Countertop, Mobile, Virtual & E-commerce Solutions. Free Cost Analysis.

## Deluxe Payroll

Reduce your operating costs and streamline your payroll with Canada's most trusted payroll service since 1967. Small businesses choose Payweb.ca for security and freedom of an online payroll solution.

## First Ontario Credit Union

FirstOntario is pleased to offer West End Home Builders' Association special access to our Member Value Program (MVP). MVP provides access to exclusive business banking offers, rates and promotions, as well as perks for your employees.

## NetAccess Systems Inc.

### NETCONNECT – INTERNET SERVICES

5% discount applied to standard internet pricing for all WE HBA members

### NETHOST – HOSTING SERVICES

5% discount applied to all WE HBA members

### NETVOICE – PHONE/VOICE SERVICES

5% discount applied to all WE HBA members

### NETPRO – PROFESSIONAL / MANAGED SERVICES

- Available for no extra travel charges for members within 50km of downtown Hamilton;
- Special offer of \$500 for a Network Assessment & Report valued at \$2500; a \$500 credit towards first month of Managed Service Agreement

### NETPROTECT – DATA & PHYSICAL SECURITY

5% discount applied to all WE HBA members

## Royal Bank of Canada

RBC Group Advantage™ is a comprehensive program that delivers key components to take care of your employees' financial needs. From retirement savings and investments to advice and rewards on everyday banking, our experienced advisors will put your employees on the path to financial wellness.

## UPS

Take advantage of some of the most competitive rates available on shipping services with the UPS Members Benefit Program.

### Small Package Services:

- 40% off shipments within Canada
- 40% off shipments to the U.S.
- 40% off shipments to worldwide destinations
- 40% off imports into Canada
- Freight Services

Savings start at 75% off heavyweight, LTL (Less-than-Truckload) shipments over 150 lb.

### Also Included:

- 30% off brokerage entry preparation fees
- FREE Automatic Daily Pickup
- FREE UPS On-Call Pickup®
- FREE UPS Access Point® Locations within Canada
- FREE Freight Collect 3rd Party Service (

## UPS Freight

Delivered through UPS, receive an additional 75% on cross border freight LTL (Less-Than-Truckload).

R E T A I L

## Mark's

With over 280 stores across Canada, Mark's sells men's and women's industrial, business, casual, and active clothing and footwear. WE HBA Members save 15% on any regular priced item, for work or for play, by presenting the coupon (can be downloaded at the WE HBA website) in store. The coupon is valid for in-store purchases only, and valid for multiple uses. Share this great WE HBA member perk with others at your company. You can print out the coupon or simply show it in store on your electronic device.

## THE HOME DEPOT PRO-XTRA

WE HBA members get rewarded any way they pay with their Pro Xtra ID. In addition, they enjoy, Quarterly Rewards – paid out as a Home Depot eGift Card every 3 months, Pro Paint Rewards, Pro Referral, Purchase Tracking, Exclusive Email Offers and much more!

