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Profit Surveys Are Due!

Don't forget that your profit surveys are due February 1, 2008!

We encourage all of our distributor members to provide data for the survey. There is no cost to participate, as it is a benefit of your membership. *Remember, your personal company data is strictly confidential and nothing is sent to the NMDA office.* You will receive the report prior to the Executive Conference.

If you have any questions, contact Nancy at executivedirector@nmdaonline.com.

Executive Conference Materials are in the Mail!

Check your mailbox for the NMDA Executive Conference Materials that should be arriving soon.

Among the highlights of this year's conference will be Nancy Friedman, the Telephone Doctor, who is the speaker on April 2, 2008. Friedman will be discussing sales and customer service from a management point of view. If you have any questions, contact Nancy at executivedirector@nmdaonline.com.

We look forward to seeing you there!

NAW Insurance Trust now Available in 34 States!

The NAW Insurance Trust is now available to NMDA members in 24 additional states - making it available in 34 total states. To view the list of available states, as well as the targeted effective dates for the remaining states, go to http://www.naw.org/tmp/trustmark_aec.pdf

To learn more about the NAW Insurance Trust, visit www.naw.flexiblebenefit.com.

It's Time for the Economic Census

You should have received your 2007 Economic Census forms in December. Your timely and accurate responses are important to effective public policy, to our industry, and to NMDA.

[This Web site](#) has more information about the Economic Census and also provides statistics they can use to assess and grow their business operations.

Don't forget to fill out your census form and send it in promptly!

Employee Performance Improvement Tool Kit Available from NAW

The *Employee Performance Improvement Tool Kit: Five Keys to Unlocking Your Employees' Potential, Second Edition* provides an organized and thoughtful approach to developing efficient and effective employees. It includes dozens of customizable templates and 21 different samples of wholesale distribution jobs in the book and on the CD.

It consists of five integrated sections:

1. Job Descriptions, Templates and Samples
2. Performance Evaluations, Templates and Samples
3. How to Start a Training Program, Template
4. Recruitment and Retention Guide, Templates and Samples
5. New Employee Orientation Program, Templates and Samples

The kit was developed to help every wholesale distribution manager find, hire, develop, and retain the staff needed, so that the company can continuously improve its bottom-line performance in line with business goals.

Go to www.naw.org/improvementtoolkit or call 202.872.0885 for more information and to order this brand-new tool kit.