Membership Personalities

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The roofing industry is the most dynamic of all of the modern construction trades. Every day there is something new, sometimes good, sometimes bad, and always challenging

The Roofing Metal Heating Associates (RMHA) membership includes union and non-union roofing contractors, material suppliers, and associates. Some companies may do less than $100,000.00 in overall yearly business sales, but others are part of nationwide companies that may do more than $100,000.000.00.

So, with such a dynamic industry, how can radically different business philosophies come together as members of the same association and meet at association meetings as equals?

I've concluded that longtime members share several personality traits that most others in the roofing industry don't have. These traits can't be taught and far outweigh differences in company sizes and business philosophies.

What are they:

1) Most important, "*a natural liking for people*". Even when there may be a strong dislike of some of competitors who may be fellow association members, at meetings, they leave those emotions at the door and don't bring the feelings into the meetings.

2) Pride in being part of the roofing industry, whether you are a roofer, roofing contractor, material distributor, or associate. As much as everyone may complain about customers, collectibles, competition, insurance, labor problems, and on and on, they wake up every day and can't imagine being part of any other industry.

3) Have a tendency to want to give something back – and not just take - from the industry that has made them successful. They are not afraid to admit they don't know everything, and they will gladly share their knowledge and experiences if someone would ask a question. They acknowledge that "Learning never ends".

4) Are not afraid of honest competition, and even when losing a bid to another contractor or material distributor, may initially have strong feelings of disappointment, but they are not overwhelmed with feelings of anger, disgust, or jealousy. They realize – in business - sometimes you win, and sometimes you lose, and then move on to the next project.

5) Don't dwell on what other companies may or may not be doing, but only what they can do.

6) Listens more than they talk.

If anyone agrees, disagrees, or wants to add to the list, let me know, and I'll add the comments to future issues of the RMHA "Trade News."

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