



North Carolina Locksmiths, Inc.

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Letter from the President

Good afternoon NCLA family!

First, thank you for your confidence in me. As your president, I will never stop trying to find ways to help each and every one of you. I take that responsibility very personally, and I will make every effort and make every attempt to fulfill that responsibility.

Let me take a moment to thank Waldo Smith for his leadership during the last four years. He was an excellent president, and we had his guidance when we needed it.

Next, I would like to lay out for each of you my vision of what the future for my term as your president looks like, and to ask for your help in accomplishing these goals.

I am going on a massive recruiting drive. Our membership numbers are not where they need to be, in my opinion, and I am making a concerted effort to raise our numbers. My stated goal is to double our current numbers, if not more. To accomplish this, I plan to:

1. Become more visible to the North Carolina locksmith community. There are approximately 1300 locksmiths in North Carolina. I want the NCLA to be a home for each one of them.
2. I have asked Roy Young, our education chairman, to start offering a paid class each meeting along with a class included in the membership cost. I believe this will offer more value for the amount of money we all have to spend to be a member. A paid class will typically offer much more in value than the extra cost of the class. As an example, I will be teaching an Xhorse class in May. If you take that class, you will leave the class with over \$500 worth of materials when used correctly. Also, Gary West has asked us to start having after-class surveys so the education department can see what you, the membership, likes and what you do not. This will begin at the May meeting.
3. Reid Skinner, our planning chairman has already started looking for places we have not previously held our meetings at. Places like Asheville, Wilmington, or the Cape Hatteras area. This will provide

us with an excellent opportunity to see our own state and hopefully become more visible to more locksmiths in our state.

4. I have already started working with Jon Jefferies, the NC Locksmith Licensing Board Chairman, on how we can work together to some protection against the “scammers” we all have dealt with. This will hopefully include some additional funding from the state legislature for the licensing board to pursue punitive actions against the “scammers” who engage in unfair business practices.
5. I will be forming an informational committee on technology to find ways to make it easier for our members to obtain their continuing education credits by using webinars or other instructional methods via the internet. I believe that this will be a pathway for people who have never been a member to find us and join the membership.

Now that you all know what I am working on, let me tell you what we have already started doing.

First, our former president, Waldo Smith, is heading up our next trade show. He has already started making connections and talking to vendors to have the biggest one yet.

Second, we have begun addressing the concerns of the membership about the background checks required by the NCLA and the NCLLB. With the NCLLB moving to a system that can actively query all 100 counties in NC, the necessity for most background checks done by the NCLA becomes redundant. To address this, I have formed a committee to review our by-laws to look at how they can be written in such a way that reduces the burden on you, the members, while still protecting everyone.

Third, Waldo got us an excellent start with a new website. The new group is saving us approximately half of what the old system was costing us, and we will get a better, more streamlined product at the end of the process. Thank you John Campbell and Evan Caulfield for your tireless efforts in bringing this to fruition.

Lastly, this is where I need to ask for something from each of you. If you took the time to read this letter, you obviously care about this association. All I am asking of you is to talk to other locksmiths in your area about just coming to a meeting. Over the last few years, we have had a number of locksmiths stop attending meetings and we have not done enough to attract them back or replace the numbers of retiring locksmiths. I want to change that. I want each and every locksmith in our state, and some from surrounding states to look at the NCAL as a place of learning and belonging. I want the tables back where you could learn more sitting around with the old timers than any book or video could ever show you. I want people to come to one meeting and stay for a lifetime. Together I know we can achieve all I have laid out here and so very much more.

Thank you all for your trust in me. I will do my very best to ensure that the NCLA is stronger on the day I step down as it was on the day that I joined. Thank you for taking this journey with me.