



CORE is a unique resource of networking peer groups designed exclusively for decision-makers, created to foster idea sharing and education on issues confronting the home + housewares industry. Since 1998, IHA members have been using CORE groups as a sounding board and a special resource to help meet professional challenges.

WHY ATTEND CORE MEETINGS?

- Engage with peers willing to share expertise and experience in non-compete forums intended to foster personal and professional growth.
- Build a strong support network available for meaningful consultation and advice.
- Learn about topics of special interest including best business practices, new product development, distribution opportunities, personnel & staffing challenges, and business growth ideas.
- Hear directly from various IHA personnel as they provide the latest information on Association activities and opportunities.

HOW DO I JOIN A CORE GROUP?

- To join a CORE group, simply complete the brief application form, and a CORE facilitator will be in direct contact with you.

WHAT IS THE FORMAT FOR A CORE MEETING?

- Each CORE group is led by a professional facilitator with industry experience who keeps meetings lively and on-track.
- After a brief welcome, members are encouraged to share recent experiences with the group and to suggest topics for further discussion in a round-robin format.
- Discussion continues per the direction of the facilitator with the goal of exploring issues that would benefit the greater group. Individuals with specific challenges work one-on-one with other members qualified to assist after the meeting.
- Guest speakers are invited to present on a wide variety of topics to provide both education and specific solutions.

- Meetings close with a brief discussion to help determine future topics and to determine next meeting dates.

WHEN DO CORE GROUPS MEET?

- CORE groups meet approximately every six weeks via a mix of Zoom and in-person meetings.
- The annual CHESS conference, held in late September or early October, is another opportunity for all CORE members to meet in person for two days of education and networking.

WHERE ARE CORE GROUPS LOCATED?

- Regional CORE groups are located in Chicago, Dallas/Fort Worth, Los Angeles, New York/New Jersey, Seattle, San Francisco, Southeast and Toronto.

WHO QUALIFIES TO ATTEND?

- CORE is an included membership benefit of the International Housewares Association.
- All CEOs, presidents, principals and functional heads of IHA member companies are encouraged to participate.

WHAT IS THE COST OF A CORE MEMBERSHIP?

- CORE membership, participation and meetings are included as part of IHA membership.
- Attendance at the annual CHESS conference is for an additional fee.

WHO I CONTACT TO LEARN MORE?

- Email Seán Daly, VP, Member & Buyer Relations, IHA, at sdaly@housewares.org.

WHO ARE THE CORE FACILITATORS?



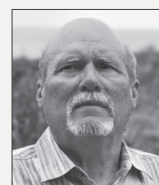
TONY KIRCHER

CORE member for many years as President of an IHA member company; leads groups in Seattle and San Francisco.



DAN RAFTERY

Leading CORE meetings for 24 years and facilitates groups located in Chicago, Dallas, Los Angeles and Toronto.



PERRY REYNOLDS

Leading CORE meetings for 8 years and facilitates groups located in New York/ New Jersey and Southeast

For more information visit housewares.org/members/core.