



CORE

CHIEF OFFICERS
REACHING EXCELLENCE



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 CHES 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/
Ft. Worth
- Los Angeles
- New York/
New Jersey
- Seattle
- San Francisco
- South Florida
- Toronto

Although members are encouraged to attend the group closest to their home, exceptions are permitted after consultation with a CORE facilitator.

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 CHES conference is for an additional fee.

WHO CAN I CONTACT to learn more?

IHA members interested in joining a CORE group can contact **Seán Daly, VP, Member & Buyer Relations, IHA, at sdaly@housewares.org**

For more information visit housewares.org/members/core

Who are the CORE Facilitators?



DAN RAFTERY

Leading CORE meetings for 21 years and facilitates groups located in Chicago, Dallas, Los Angeles and Toronto.



LINDA GRAEBNER

Leading CORE meetings for 13 years and facilitates groups located in San Francisco and Seattle.



PERRY REYNOLDS

Leading CORE meetings for 5 years and facilitates groups located in New York/ New Jersey and South Florida.