

INDUSTRY MESSAGE



Continuing to Work Hard, Work Smart, Work (Better) Together

A year ago, I was preparing to head to Maui to take on the role of President of the National Insulation Association (NIA), and now here I am writing my last Industry Message. Being the 62nd NIA President has been the honor of a lifetime.

In March of 2023, I had no idea what to expect, but I knew I wanted to represent and advocate for companies like mine: small mechanical insulation contractors. Having spent the year traveling all around the country and to Canada, as I look toward Convention 2024 in Naples, Florida, I no longer think of this association in terms of the size or type of member. We are all part of a flourishing industry that does important work, and we share a mission. The word “association” can be defined as a group of people organized for a joint purpose. Having worked with NIA this year, meeting countless professionals from many different member types, I can say that we are indeed a group of people doing just that.

Those who have read my industry messages this year or have heard me speak have been subjected to many nuggets of wisdom from two of my mentors: my father, William Dover, and Coach Dean Smith. My dad was a hardworking mechanical insulation contractor for nearly 40 years; Smith was the Head Coach of the University of North Carolina men’s basketball team during just about the same time period. I will repeat my favorite quote from Coach Smith one last time, “When you make a basket, you point to the player who threw you the ball. That applies not just to basketball, but to everything we do. No one makes it through life without lots of assists.”

Just as Coach Smith advocated unselfish play for the sake of the team, so it is with this association. It has been a goal of mine to point to the assists throughout the year, at regional meetings and NIA events, acknowledging the many people who are working diligently for our team. This list includes the amazing (and tireless) NIA Board of Directors and Executive Committee; industry experts and Committee Chairs who attend events and engage with members; our devoted NIA Past Presidents, who continue to show up and share their time and wisdom; a top-notch NIA staff that is a well-oiled machine; and all the members nationwide, each of whom brings a little something different to the table to elevate the trade.

As I close out this very special year, I am grateful to have connected with so many industry professionals—and not just all the small contractors in rural America with whom I feel particularly connected (although I *am* pointing to you guys!). I have witnessed firsthand a genuine spirit of unselfishness and mutual respect, and I know this spirit will continue under the experienced leadership of incoming NIA President Jack Bittner, an incredibly knowledgeable and passionate expert in the business, and one of the nicest guys I know.

It has been a pleasure.

Let’s be **Better Together**,

Laura Dover
President
National Insulation Association