



MTI MEMBER ENGAGEMENT CHECKLIST

Maximize Your Growth in People, Productivity & Profits

MTI exists to help you grow your company's People, Productivity, and Profits each and every day. This checklist is designed to help you fully leverage the resources available to you. Over 80% of MTI members are actively engaged in many of these tools—don't leave opportunity, efficiency, and profitability on the table.

One of the most important steps you can take is to make sure each of your key management personnel are on your membership so they are in the flow of industry information that can improve their performance for your company. This elevates the mindset of *"I just have a job..."* to *"I have a career in an incredible industry that allows me to make a difference every day."*

Take a look at each section with your key leaders and tap into the strength of MTI.

SALES, PRODUCTION, FINANCIAL MANAGEMENT & BUDGETING

- Submit monthly sales data into MTI's confidential reporting system and review the Monthly Sales Trend Report with your team
- Review MTI's Quarterly Economic Forecast with your leadership team and discuss implications for your business
- Equip your sales team with MTI's PO & Quoting Checklist and Video to reduce errors and improve quoting accuracy

QUALITY & AUDIT COMPLIANCE

- Attend MTI's Quarterly Technical Specifications Webcasts (Nadcap, CQI-9, ASTM updates)
- Post audit and compliance questions in MTI's Open Forum for real-time peer guidance

PLANT SAFETY

- Utilize MTI's OSHA program templates (Lockout/Tagout, Confined Space, Arc Flash, Elevated Work) and benchmark your current safety programs against MTI resources to identify gaps

HUMAN RESOURCES & TRAINING (MTI ONLINE ACADEMY)

- Use MTI's Jobs of Tomorrow video in recruiting and pre-interview screening
- Enroll new hires in MTI's Onboarding Certificate Program
- Require technical staff to complete Human Factors & Safety training modules
- Certify operators through the Qualified Furnace Operator Program
- Train Quality Staff through the Heat Treat Quality Specialist Program
- Develop supervisors through the Keys to Supervisory Management Program
- Encourage all employees to attend MTI's quarterly Leadership Development Webcasts
- Participate in MTI's Annual Wage & Benefit Survey

OPERATIONS & PERFORMANCE

- Complete MTI's Weekly Operational Check-In to benchmark performance
- Use MTI's Open Forum to solve challenges with input from 1,700+ industry leaders
- Take advantage of complimentary Energy Analysis through MTI's energy partner
- Review insurance coverage through MTI's preferred provider to identify savings and gaps

MOST IMPORTANT

Attend at least one MTI National Meeting annually. MTI's two national events provide direct access to expert speakers, industry leaders, best practices, and forward-looking insights to help you navigate the future with confidence.

The more you ENGAGE, the more VALUE you unlock.

If you have any questions on how to engage any resource or would like to do a 20 minute virtual meeting to discuss in detail, contact MTI's Director of Member Experience, Kristen Speer at kristen@heattreat.net