



2019 HIP SUMMIT

HOME IMPROVEMENT PROFITABILITY



Join us for 2 Power-Packed Days – Orlando, FL – May 8th-9th, 2019

- **Solving issues of labor shortage**

- Strategic recruiting, training
- Formulas to reduce cycle time

- **Reducing (marketing) lead development costs**

- Improved lead intake & lead distribution
- Re-mining, unissued leads, unsold leads cancellations and credit rejects

- **Learn how to:**

- Attract more and better candidates
- Conduct interviews that identify the candidate's work ethic, manageability and "innate" selling skills
- Create a training program that trains and tests sales process, closing skills, work ethic, commitment and endurance

- **Increasing bottom line (pre-tax) net profit**

- **Legal concerns and issues for 2019**

- (Attorney D.S. Berenson)

- **PLUS -- Examining the best training practices**

A newly hired salesperson costs the company over \$28,000 in the first 60 days.
(A documented study H-593) Request a FREE copy

BONUS PROGRAM: (By invitation only)

Tuesday, May 7th – 1:00 PM til 6:00 PM

The Home Improvement Collegial Conference

For owners & general managers of companies with annual revenues in excess of \$5 million



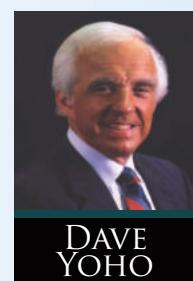
- Taking your company from good to great
- Increasing revenue and profitability
- Hiring and training million dollar salespeople
- Work with the top sales, marketing and business advisors in your industry

**LIMITED SEATING
ENROLL EARLY**



**Presented By:
DAVE YOHO
ASSOCIATES**

**Go to www.HIPSUMMIT.com
to register online or
Call (703) 591-2490 to speak with
one of our associates**



DAVE YOHO



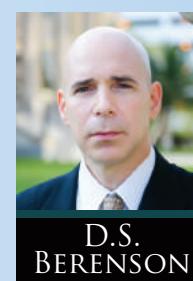
BRIAN SMITH



JOE TALMON



RICK MCINTIRE



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