



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**

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to register online or
Call (703) 591-2490 to speak with
one of our associates**



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