

How To Be Successful by Staying on the Cutting Edge

Learn how to stay ahead of your competition with sound business strategies

Nationally recognized speaker **Tom Swartz, CGR**, from Decatur, IL has been speaking about the remodeling industry for over a decade. Tom is the third generation owner of **J.J. Swartz Co.**, a company that was founded in 1921. Annual sales volume is over \$4 million. His company employs 65 field, production, sales and office staff. The primary business has been residential and commercial remodeling and insurance restorations for over 80 years.

His witty presentation style makes learning delightful and easy for his audiences. Topics covered in the seminar:

- **Business Management**
 - Planning for financial success in remodeling
 - Get Ready for the New Century: Only the Professional will survive
 - Out Compete your Competition
 - Strategic Planning: It is better to have a plan and change it than not have a plan at all
 - **This course has been approved by NAHB for 3 hours of continued education for CGR and CGB.**
- **Evening Program: How to Get What You Want and Have a Future**
- *ALL HBA, SMC and Remodelors Council members will benefit from Tom's presentation.*

Seminar: Business Management

Registration: 3:00 p.m.
Program: 3:30 p.m.-6:00 p.m.
When: Thursday, November 18, 2004
Where: Sheraton Four Points
 319 Fountains Parkway
 Fairview Heights, IL
Cost: \$15 per person
 RSVP by November 15, 2004

"Tom Swartz is a man who became involved in a family remodeling business and has developed a successful customer-oriented business. He has a "grass roots" understanding of what it takes to be a top remodeler. If you want to grow your business and make a profit Tom is a 'must see'.

*Bill Courtney-Helitech
Waterproofing & Structural Repair*

Speaker Sponsored by Helitech
Waterproofing & Structural Repair

Evening Program Immediately follows Seminar

General Membership Meeting

Time: 6:00 p.m.
 Election of Officers
Speaker: Tom Swartz, CGR – J.J. Swartz Co.
Program: How to Get What You Want and Have a Future
Cost: \$20 per person
 RSVP by November 15, 2004

Seeking a Beverage Sponsor

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___ Attending **Seminar only** ___ Number Attending ___ Attending **General Membership Meeting only**

___ Attending **BOTH** Seminar and General Membership meeting ___ Number Attending

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