



Western Colorado Chapter

Business Development Series

# HALF DAY SEMINAR: "How to Win More Construction Projects"

**DATE:** Wednesday, September 15, 2010

**LOCATION:** ABC Western Colorado Chapter Office  
2754 Compass Drive, Suite 305  
Grand Junction, CO

**TIME:** 12:00 P.M. — 5:00 P.M. *Lunch will be provided.*

**REGISTRATION:** \$35.00 member rate      \$ 55.00 for non-members

**CONTENT:** Have you wondered why other companies are winning the projects you want?  
This is your chance to level the playing field and learn how to:

- Identify your most valuable clients
- Reach those clients first
- Develop and effective marketing plan & budget
- Win with value, not low price

**PRESENTER:** Henry "Dutch" Hempel is an independent sales and marketing consultant, sought after speaker and educator who has more than 25 years experience in the real estate, hospitality, and construction industries. His business background includes ownership and management as well as government contracting.



His areas of marketing & sales expertise include development of long range and yearly marketing plans and budgets, market research and client management. He has directed the content, production, quality and distribution of all marketing materials including web-site development, image management, corporate newsletters and brochures, professional presentations, direct mailings, effective professional **network development**

Dutch specializes in educating business owners and staff in effective marketing **and** sales strategies.

### REGISTRATION

COMPANY: \_\_\_\_\_ BILL ME  CHECK  VISA  MC

PHONE: \_\_\_\_\_ NAME ON CARD: \_\_\_\_\_

CONTACT: \_\_\_\_\_ CARD #: \_\_\_\_\_

ATTENDEES: \_\_\_\_\_ TOTAL \$: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

EMAIL OR FAX REGISTRATION TO: admin@wcoabc.org or f: 970-243-7951  
Cancellations must be received by phone or email 24 hours in advance for a refund.

Phone: 970-243-7950 Fax: 970-243-7951

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