Learning Objectives - The program is designed to cover Business Management Skills.

Seminar Date - April 9, 2015

Seminar Duration: 1 Day 8am - 4pm

8:00 -	9:15	Session 1
9:15 -	9:30	Break 1
9:30 -	10:45	Session 2
10:45 –	11:00	Break 2
11:00 -	12:00	Session 3
12:00 -	1:00	Lunch
1:00 -	2:15	Session 4
2:15 -	2:30	Break 3
2:30 -	4:00	Session 5
4:00 -	5:00	Questions a

Seminar Fee – \$195 / \$165 for early registration

Please note there is NO CEU credit for this course.

nd Answers

Student Requirements – Students should come to the seminar with pencils, pens, paper, and a highlighter.

Seminar Location: Crystal Gateway Marriott 1700 Jefferson Davis Highway Arlington, VA 22202, USA

The hotel is near Washington Reagan Airport (DCA), the Crystal City Metro stop, and has parking available on site. If using the garage, follow signs towards the Capitol Tower. Keep in mind that the ceiling height is 6 feet.

Crystal City Gateway Marriott is a certified Virginia Green hotel.

Not a licensing renewal class.

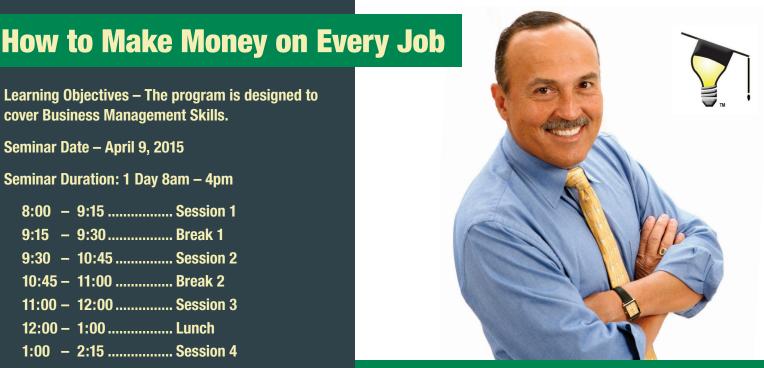
The "Business Management Skills Workbook" will be used and given to each attendee.

Come See Mike Holt Live!



Seminar Location: Crystal Gateway Marriott 1700 Jefferson Davis Highway Arlington, VA 22202, USA

Seminar Fee: \$195 / \$165 for early registration



Enjoy Learning & Get Motivated

About Mike Holt

Mike is nationally recognized as one of America's most knowledgeable electrical trainers. His dynamic and animated teaching style is relaxed, direct and enjoyable. Mike's signature strength is his ability to communicate technical topics in an easy-to-understand manner.

Discover the Mike Holt Difference

Register to see Mike, a nationally recognized speaker, for this lively event:

- How to make money on every iob
- Get energized with new ideas to take back to your company
- Learn from NEC-expert Mike Holt
- Get your Electrical Business Management guestions answered
- Connect with friends and make great new contacts

Who Should Attend

- Contractors
- Electricians
- Inspectors
- Estimators

- Engineers
- Industry Leaders
- Office Staff

You Will Receive

- Presentation Handouts
- Lunch

■ Business Management Skills Workbook

Business Skills

- "No" The Most Difficult Word
- Advertising and Branding
- Appearance
- Balance (Life All Things in **Proportion**
- Business Image and Reputation
- Cash Flow Analysis
- Customers
- Dress Code
- Estimating Process
- Estimating vs. Bidding
- Hiring and Firing

- How to be more effective
- Job Analysis
- Labor-Units
- Management's Role
- Marketing
- Net Worth /Analysis
- Peter Principle
- Planning and Organizing
- Proposals
- Teamwork
- The Pareto Principle of the 80:20 Rule
- Websites and Internet Marketing



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3 Easy Ways to Register

1-800-525-5006 or 571-581-3388 **PHONE Ask for Greg Tiedemann**

Mike Holt Seminar 2. **MAIL** c/o Dominion Electric Supply 5053 Lee Highway, Arlington, VA 22207

3. **FAX** 703-536-4069

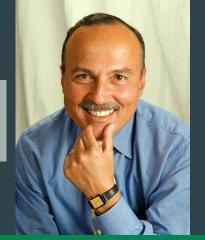
Have a question?

email gtiede@dominionelectric.com

"You make learning fun!"

"Informative and totally relevant to what we do in the field every day." Jose Rodriguez

"Well worth my time" Todd Licare



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	Business Management Skills On-S Seminar Date: April 9, 2015 Seminar Location: Crystal Gateway Marriott 1700 Jefferson Davis Highway Arlington, VA 22202, USA	ite Training		\$165	Ų100	tion Expires 30 d	lays before event.
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CREDIT CARD#			,			•	
For mul	tiple registrations, make a copy of	of this page, co	mplete the order	form and send in a copy for each individu	ual registrant. Seminars	are not taxable.	All dates, prices and

Vendor Tradeshow from 4:00 – 6:00 p.m.

After the class, stay for refreshments and meet with electrical manufacturers at our Vendor Trade Show. See the latest in product offerings, ask questions and get demonstrations. The following manufacturers will be represented:





availability are subject to change.





























Please contact Marketing at 703/536-4400 or Marketing@dominionelectric.com if you would like to modify your address(es), be removed from our mailing list, or switch to an electronic version of our mailers.

\$165 for early registration Seminar Fee: \$195 / AZU ,202SS AV ,notgnilyA 1700 Jefferson Davis Hwy. Crystal Gateway Marriott Seminar Location: **Bril 9, 2015** Seminar Date:

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