



# The Home Builders Association of Miami County

and

# Minster Bank



Invite you to:

## Sold On Selling

For Builder & Real Estate Professionals

## Fish On Marketing

For All HBA Members and Guests

Presented by: Patrick McGaughey

Pat comes with over thirty years in broadcast sales and business association management. His sales training began with Standard Oil Company and Ford Motor Company.

# Wednesday, February 22, 2012

Piqua Country Club  
9812 Country Club Dr, Piqua

*Pat believes that if you are going to be a great business leader, you must be a great salesman first. The one common denominator in all great business leaders is their ability to persuade others. In short, they must be a great salesman first. These two presentations will focus on great skills and philosophies for professional salespeople.*

## Sold On Selling

8:00 AM - 10:00 AM - \$10.00 Per Person  
Builders & Real Estate Professionals

Check in and breakfast begin at 8:00 AM - Presentation begins promptly at 8:30. Continental Breakfast includes Assorted Pastries, Fruit, Yogurt, Juices and Coffee

## Fish On Marketing

11:30 AM - 1:00 PM - \$15.00 Per Person  
All HBA Members and Guests Invited

Check in and buffet lunch begin at 11:30 AM - Presentation begins promptly at 12:00 Noon. Soup and Salad Bar includes soup and fresh salad with assorted meats, cheeses and toppings, breads and dessert.

**Call the HBA Office  
at 937-339-7963  
for Reservations**

**These two seminars promises to be some of  
the best sales and marketing programs you'll  
see this year!!!  
Don't miss out.  
Call today for your reservation!**