



Executive Leadership Conference

NEWS FLASH

REGISTER TODAY for the
2008 National Institute of Restoration's
19th Annual Executive Leadership Conference!

Here's more about a featured speaker and roundtable at this year's conference!

DUWAYNE E. KELLER

"BUILDING A FUTURE IN CHALLENGING TIMES"

Who is Duwayne Keller?

- *President of Duwayne E. Keller & Associates, Inc., a licensed franchise owner of Dale Carnegie Training.*
- *Has been involved with Dale Carnegie Training for 28 years.*
- *A 10-course instructor in subjects such as sales, customer relations/employee development, customer service and professional development.*
- *A resident of Florida since 1973 where before that he was a former Athletic Director, Football and Head Basketball Coach in both the High School and College levels.*

What can I learn from this session?

- *Is your business stagnant or moving backwards during these challenging times? Learn how to change the culture of your organization and how you relate to present and future clients.*
- *How to understand and implement the skills needed to become exemplary sales performers and how to distinguish the difference between building relationships vs. order taking.*
- *The importance of keeping the needs of your prospects and clients as your primary focus....and to secondarily focus on product and service solutions.*

ROUNDTABLE:

"LARGE COMMERCIAL LOSSES"

Presenters:

Patrick Lewis President of Independent Consulting Services, LLC
Curtis Cramer Executive General Adjuster of Cramer, Johnson, & Wiggins
Dan Dansby Executive Vice President of Interstate Restoration, Inc

What can I learn from this session?

- *Join in on a session that features a conversation with a Large Loss Consultant, an Independent Large Loss Adjuster and a Claims Executive about large commercial losses.*
- *Take advantage of this opportunity to ask all of the questions you have always wanted to ask and get advice from experts in this area.*
- *Find out how these parties approach a large commercial loss and what suggestions they have for contractors who find themselves caught in the middle.*

2008 Executive Leadership Conference

May 14 - 16, 2008 **Hilton East/Mesa Phoenix, Arizona**

Register by calling or faxing

NIR 434.973.4200 Fax 434.973.8933 www.nir-inc.com