



# NIR 2011 Spring Regional Workshop

March 1, 2011  
Richmond, VA

*March 1st is the date for this year's 2011 Spring Regional Workshop to be held in Richmond, VA. This event is sponsored by NIR to give members an opportunity to learn from experts and peers in a casual atmosphere that involves interaction and an open exchange of ideas.*

## ***Understand Business Financial Analysis by: Walter L. Lumpp***

*Walter Lumpp has learned about financial analysis from both sides of the balance sheet. His wisdom and entertaining presentation style can help you understand what the "numbers" mean for your bottom line and your future cash flow.*

*Walter also focuses on trends that can make or break your business.*

*As Executive Director of NIR, Walter Lumpp has more experience in the insurance restoration industry than practically any industry leader. His success comes from his ability to understand people and business cycles. Walter will tell you to stop complaining about the economy and get to work, but then he will show you what you need to pay attention to. Walter Lumpp's presentations are always a highlight of any session, so don't miss this one.*



*A pioneer in the field of insurance restoration, Walter Lumpp has more than 40 years experience in the business and science of restoring properties damaged by fire, smoke and water. Because he is familiar with every aspect of the*

*industry, Mr. Lumpp is a frequent speaker and instructor on insurance restoration topics for national and regional meetings. He has also consulted with the government, insurance companies, professional organizations and private restoration firms following such disasters as the Northridge Earthquake and Hurricanes Andrew, Hugo and Katrina.*

*Don't miss this opportunity to learn from and network with these seasoned professionals as well as your industry peers. Help yourself and your business find ways to fight hard during this economic downturn and to continue positive growth by working diligently and purposefully with the insurance professionals and property owners who are your customers.*

**Other speakers for this workshop:**

**John Lusher: Putting Social Media to Work for Your Business**

**Dini M. Miller Ph.D. : BEDBUGS AND SOLUTIONS**

**Bedbugs Can Provide New Marketing Opportunities for Your Business**

**Questions? Call 434-973-4200 or email [jeff@nir-inc.com](mailto:jeff@nir-inc.com)**