

# Roundtables for Residential Remodelers and Related Trades

Presented by The Contractor Coaching Partnership

& GMT Home Designs, Inc

## Remodeler Roundtables Purpose

To provide a forum for remodelers and related trades to meet, share, learn, grow and network with each other and to improve our businesses through this collaborative association.

“Coming together is a beginning, keeping together is progress, and working together is success.” ---Henry Ford

## ROUNDTABLES

Remodeler Roundtable provides a forum for residential remodelers and related trade companies to discuss issues that confront them on a day to day basis in a confidential setting. Each member will draw upon the collective experience of each participant for solutions to current and ongoing challenges. The topics discussed are those that impact companies servicing the residential remodeling industry; topics such as sales, marketing, design, hiring, networking, production and more. Come join this venue and learn with people who are impacting the lives of others as owners and employers in our industry. In this interactive 6 forum program, members can discuss the myriad of challenges that confront remodeling contractors and seek sound advice from their peers.

## WHO SHOULD ATTEND THIS FORUM?

REMODELING COMPANY OWNERS, MANAGERS AND SALESPeOPLE

TRADES AND SPECIALTY COMPANIES WHO WORK WITH REMODELERS

## HOW DOES IT WORK?

Remodeler Roundtable will run from October to March. Forums will be held on the third Wednesday of the month for 2 1/2 hours with a mid-session break. Snacks and beverages will be provided by the hosts. The facilitator shall provide the topic for the meeting and an agenda with handout for each member. The facilitator will present the scheduled topic to the group and then the meeting will be opened for interactive participatory discussion moderated by the group leader. This Roundtable is limited 12 members.

## FORUM TOPICS

- FORUM 1;** ATTITUDE: HOW TO DEVELOP AND MAINTAIN A POSITIVE ATTITUDE IN A CHALLENGING MARKET, SETTING GOALS, BUSINESS PLANNING OVERVIEW.
- FORUM 2;** USING THE DESIGN/BUILD CONCEPT IN TODAY'S MARKET, 3D DESIGN, BUDGETING
- FORUM 3;** THE SALES PROCESS: MANAGING CLIENT EXPECTATIONS SALES SYSTEM
- FORUM 4;** MARKETING: WEBSITES, MINE YOUR CLIENT BASE, NEIGHBORHOOD LEAD GENERATION, NETWORKING GROUPS, REFERRAL GENERATION.
- FORUM 5;** THE FOUR LEGGED CHAIR: SYSTEM DEVELOPMENT FOR REMODELERS
- FORUM 6;** PRODUCTION AND HIRING: THE OFFICE MANAGER, SALESPeOPLE, CARPENTERS

**RESERVE YOUR SEAT TODAY!  
LIMITED TO THE FIRST 12 REMODELERS!**

[CLICK HERE](#)

**CALL TODAY TO JOIN THE REMODELERS ROUNDTABLE FORUM, LIMITED TO 12 MEMBERS.**

**Call Mark at 1-508-847-0162**

**MARK'S EMAIL**

Facilitators

Mark Paskell of The Contractor Coaching Partnership

Glenn Travis of GMT Home Designs, Inc

DATE: 10/21/09

Time: 2:00-4:30 PM

LOCATION: The Offices of GMT Design, Inc at 15 West Union St. in Ashland, Ma.

Registration fee;

6 Forums @ \$89.00 each for a total investment of \$534.00 pre-paid.

**This forum is for you if you are;**

- ✓ **An owner of a residential remodeling company who is tired of wearing all the hats and looking for real solutions to run your business more effectively.**
- ✓ **You are motivated to learn how to align your business for the new market.**
- ✓ **You are worried you won't have enough leads to produce sales and keep working.**
- ✓ **You are frustrated that homeowners are taking your information and not giving you anything in return.**
- ✓ **You are seeing prospects multiple times before they decide on the order or tell you no thank you.**
- ✓ **You are serious and committed to your own success and that of your employees.**
- ✓ **You are concerned about the challenges presented by a tough economy.**
- ✓ **You are worn out and tired of dealing with problematic employees.**
- ✓ **You are anxious about making the right marketing decisions.**
- ✓ **You are eager to discover and learn best practices to improve the performance of your remodeling business.**
- ✓ **You are ready to embrace change and learn how to work on the business instead of in the business.**

In Napoleon Hill's best seller "Think and Grow Rich" we are taught the concept "that whatever the mind of man can conceive and believe it can achieve." Any thought or desire that we are truly passionate about can be attained if we back our desire with faith, action, organized plans and the cooperation of others we choose to have in our life. Roundtables are a form of "master mind group" designed to bring individuals with a common purpose together to coalesce and conquer even the most difficult challenges. Come join us and together we can help each roundtable member build a bright and prosperous future. Register Today!

Mark and Glenn

**Register TODAY**  
and don't miss out on  
this great opportunity  
to align your business  
for 2010.

**CLICK HERE**

**ABOUT YOUR  
FACILITATORS:**  
Mark and Glenn share a  
common passion to  
provide cutting edge  
training and education  
for contractors in the  
residential remodeling  
industry. They both  
devote significant time  
as Board of Director  
members of the EM  
NARI Chapter.



**THE FACILITATORS**

**The Contractor Coaching Partnership**

**Mark Paskell, Contractor Business Coach**  
Mark is a well known contractor business coach providing laser focused business coaching for residential contractors and small entrepreneurs. Mark has over 23 years of experience in the residential remodeling industry He understands the realities of the day to day challenges that face today's remodeler. His services include design build sales, system development, business coaching, self development, production, marketing, and coaching.  
Mark's contact information;  
Office; 1-978-422-6354 Cell; 1-508-847-0162  
Email; mark@thecontractorcoachingpartnership.com  
Weblog; www.thecontractorcoachingpartnership.com

**GMT HOME DESIGNS, INC**

**Glenn Travis, Architectural Designer & Design/Build Expert**  
Glenn is a talented and creative designer specializing in 3D Architectural design. He works with both homeowners and contractors and brings the customers dreams to reality through the use of his unique abilities and innovative designs. Glenn understands the importance of designing to meet the needs and wants of the customer within the established budget and schedule. In addition to design, Glenn also provides Design/Build Sales and Estimating services for his remodeling clients.  
Glenn's contact information; Office; 1-508-881-7992  
Email; gmthomedesigns@msn.com  
Website; www.gmthomedesigns.com