

NKBA Southern California & San Diego Chapter Meeting

If You Want To Play Big, Think Big!

Presentaion by Robert Foltz

What is keeping you from success ? Is it the economy, your competitors, your boss, your product line ? Did you know that for every unsatisfied customer you have they will take away 7 to 11 potential customers from your business. Conversely, for every customer who has an exceptional buying experience with your company, they will send 7 to 11 new customers to your business. Develop a mindset that will bring you success in any economy, and in any situation. Learn to approach your business from a mindset of prosperity, learn techniques that will help you focus on what you want to attract and learn how you can improve your luck, improve your health and generate more happiness. **FIND YOUR PLACE IN THE MARKET:** Are your customers interested in price rather than value? Are they loyal? How is your closing ratio? Do you get bad business you know you should have refused, but couldn't afford to?

Robert Foltz, CKD is experienced in all areas of the retail Kitchen and Bath Business. As a manufactures representative, he believes that he can bring that experience and his expertise to improve your business. He also works as a Sales Trainer, Consultant and Personal Coach. With 23 years experience in every area of the Kitchen business, he has personally experienced the most common pitfalls and mistakes all business owners and sales people make. He has used that experience to develop a formula to help YOU learn to avoid those common mistakes and to dramatically accelerate your success.

This program qualifies for CEU credit. All chapter meetings where formal programs are presented, are approved for CEU credit through NKBA.

Directions:
 From The North:
 5 South
 Exit #82/Ortega Hwy/San Juan Capistrano
 Right on Ortega Hwy (CA-74)
 Left on Camino Capistrano
 Restaurant is on the right

Tuesday, September 18th

El Adobe de Capistrano Restaurant

31891 Camino Capistrano
 San Juan Capistrano
 949-493-1163

5:30 to 6:30 Registration, Social Hour and Table Tops
 6:30 to 7:30 Dinner & Business Mtg
 7:30 Presentation



Registration Information

Registration Fees	Advanced	At-Door
Member	\$35	\$40
Non-Member	\$40	\$45
Student	\$15	\$20

RSVP by Sept 14th for Advanced Rate

Register online at:

www.nkba-socal.org

Contacts:

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 Dream Scenes
 714-505-7311

 Jennifer Cookson
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 714-538-7302

 Larry Serota
 Hydro Systems
 714-553-2234

Upcoming Fall Meetings



October 23rd, Fall Resource Showcase
Radisson Hotel, Newport Beach

November 15th, Old Timers/Founders Celebration
Taix French Restaurant, Los Angeles

December 4th, Monte Carlo Holiday Party
The Summit House, Fullerton

