

The Northern California Chapter of HSMAI invites you to join us for

Hunting for Business... But Who Moved The Trees?

with Gary Hernbroth,
President and Founder of Training for Winners



Not since 1991 has business been so tough to track down in the meetings and travel industry. Gary Hernbroth, President and Founder of Training for Winners, has developed a fun, interactive skillshop, "Hunting for Business...But Who Moved The Trees?", which is designed to help you learn to recognize the changing elements of the "hunt." The perspectives of both buyers and sellers will be addressed, including the new tools, tactics, and mind-sets that are necessary to successfully re-deploy your efforts to create new streams of revenue and develop an action plan for immediate hunting forays.

Tuesday, March 18, 2003

8:00am Registration & Networking

8:30am - 12:30pm Breakfast & Program

at

Opera House Banquet & Meeting Facility

140 W. Main Street

Los Gatos, CA (408) 354-1218

Admission: \$65 - Pre-paid \$75 - Walk-ins

RSVP by Thursday, March 13 to hsmainc@yahoo.com, online at www.hsmainc.com or fax your reply to (408) 395-3730. For more information, call the Hospitality Sales and Marketing Association Int'l. Northern California Chapter at (408) 395-3765.

Mark your calendars...meetings held the 3rd Tuesday of each month.

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