

About the Speaker:

Mike Gorman has been active in the Finance and Remodeling Industries since 1971, with hands-on experience in carpentry, sales, estimating, supervision and management as well as mortgage financing relating to remodeling, new home building, weatherization and building science. His 20 years of activity as an award-winning general contractor, with experience in building science, passive and active solar design and installation as well as wind powered electric generators provides the platform for his activities as a speaker, author, consultant, and columnist. His recently published book;

*IF I **SELL** YOU I HAVE A JOB,*

*IF I **SERVE** YOU I CREATE A CAREER!*

has filled a void in the area of sales training for professional 'in-home' sales people. Mike is active in the firm TechKnowledge, located in Lakeland, FL.

Mike has attained his Certified Remodeler (CR) status from the National Association of the Remodeling Industry (NARI), and has held local, regional, and national offices with NARI.

During the past decade Mike has presented seminars on various topics nationwide to audiences of contractors, architects, designers, sales professionals, insurance adjusters, homeowners and building officials. Additionally, he has presented seminars and training at numerous Conferences and Industry Events,



Mike Gorman

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 **Rochester Area
Builders Inc.**
108 Elton Hills Lane NW
Rochester MN 55901

THE REMODELING GAME



***A new 7 hour class designed
for those in the remodeling industry***

Presented by

 **REMODELERS
COUNCIL**
a division of rochester area builders, inc.

**HOME
FEDERAL**

Overview

Remodeling may be the only game in town and the rules have changed. You have to devote more energy to finding prospects and then struggle more than ever to get them to buy your product.

What's driving these rule changes? You'll understand the new rules as we present them during the class and learn what you can do now to survive and thrive.



Our 7 hour course has been approved pursuant to Minnesota Stat. S326.87 for residential building contractors, remodelers and roofers .

(7credits, 1 hr energy included)

The Remodeling Game

Date: Tuesday, November 15th

Time: 7:30 A.M.—8:00 A.M. Registration

*Coffee, juice, & rolls will be provided

8:00 A.M.—4:00 P.M. Seminar

*Lunch provided

Location:

Rochester International Event Center

7333 Airport View Drive SW, Rochester

Speaker

Mike Gorman, *TechKnowledge*

Certified Remodeler

Presented by

Rochester Area Builders Remodelers Council
108 Elton Hills Lane NW

Phone: 507-282-7698

Fax: 507-282-6351

E-mail: RAB@RochesterAreaBuilders.com

Website: RemodelitRight.org



HOME
FEDERAL

Registration:

Name: _____

Company: _____

Address: _____

City: _____

State: _____ Zip: _____

Contractor License #: _____

Day Phone: _____

E-Mail: _____

Fees:

\$90 Remodelers Council Member

\$100 RAB Member

\$110 Non-Member

Amount: _____

Visa/MC/Discover# _____

Expiration Date: _____ VCode: _____

Make checks payable to: **Rochester Area Builders**

Cancellation Policy

If you are unable to attend a substitution can be made at any time without charge. Refunds will not be issued for cancellations received within 5 calendar days of the course. **No refund or transfers for no-shows. RAB reserves the right to cancel if it is necessary due to low enrollment.**

REGISTRATION DEADLINE:

Thursday, November 10th