



***"Let us not look back in anger, nor forward in fear, but around in awareness."***

***~ James Thurber (American writer 1894-1961)***

**Head into 2012 with a business plan to overcome the housing economy and prepare for a stronger year! Join the Builders & Remodelers Association of Northern New Jersey for a strategy session and conversation with building industry experts as you prepare for 2012 and beyond.**

## **2012 Business Planning and Strategic Sales**

**Our panel of guest speakers includes:**

- ◆ **Joe Riggs, Group President K. Hovnanian Companies (National Builder)**  
*Mr. Riggs joined the company in 1993 and is responsible for homebuilding operations in five states.*
- ◆ **Eric Witmond, CEO Woodmont Properties (Multi-family, Commercial)** *Mr. Witmond was named one of the most influential people in NJ Real Estate by NJBIZ Real Estate Report 2010 and 2011-Power 50.*
- ◆ **Glen Lumia, Creative Design (Northern, NJ Remodeler)** *Mr. Lumia was named one of the Top 500 Remodelers for 2010 as well as named a finalist for the Fred Case Remodeling Entrepreneur of the Year Award 2010.*
- ◆ **Timothy J. Touhey, CEO of the New Jersey Builders Association (Industry)**  
*Mr. Touhey serves as Executive Vice President of NJBA and leads the statewide Association's member education and advocacy initiatives.*
- ◆ **Carol Short, COO of The New Jersey Builders Association (moderator)** *Ms. Short serves as Chief Operating Officer of NJBA and focuses on Governmental Affairs.*

**Date: Tuesday, November 29th, 2011**

**Place: Fiesta Banquets**

**255 Route 17 South**

**Wood-Ridge, NJ 07075**

**Time: 6:00 PM**

***Investment in your future:***

**\$55.00 BRANNJ member**

**\$65.00 Non--member**

***Delicious Buffet Dinner included. Cash bar available.***

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Enclosed is a check in the amount of \_\_\_\_\_

Number of attendees @ \$55 \_\_\_\_\_ @ \$65 \_\_\_\_\_

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***Invest in the Building Industry!***

***Submit sponsorship type by 11/22/11***

Event Sponsor: Limited to five (5): \$500.00

*(Thank you to: Reno's Appliance, Van Natta Mechanical and ProBuild)*

Table Sponsor: \$125.00

Building Industry Sponsor: \$75.00

*There are no refunds after Friday, 11/25/11*

*Contributions or gifts to BRANNJ are not tax deductible as charitable contributions for Federal Income Tax purposes. They may be tax deductible under other provisions of the Internal Revenue Code.*

