



Southern Building Material Association

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Cindy Hartley
Director of Member Relations

To Anyone Considering Bob Janet:

If you are looking for someone who is knowledgeable, enthusiastic and involves the audience, Bob is the person you want. In the building material industry, spring is the beginning of high season. It's the time that homes are going up and materials are being purchased. It's very important that the staff at a lumber yard, particularly salespeople, spend their time wisely. They need to encourage and grow their clients early. They need to provide the timely and accurate service to bring these customers back throughout the season. Bob's method of helping them increase sales AND bring in new customers has been so successful that our members ask us to provide his programs on a regular bases. We would recommend Bob Janet highly!

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