

# HVAC Management Lunch and Seminar



## Customer Connection Secrets

*Presented by:*

**Bob Viering - Service Roundtable**

**October 24, 2017 | Hilton Garden Inn, Waltham, MA | 11:30 am - 2:00 pm**

How much more successful could your company be if you knew exactly what your customers--or potential customers--were thinking? Wouldn't it be great to know what they really want from your service company? In this session we'll cover these topics and more...

How & Why a Homeowner Chooses a Specific Contractor  
How to Sell More, to More Customers, More Often  
What Your Customers Don't Know... But Think They Know  
Who's Really Making the Buying Decision

### » FEES

Members < 10/9/17 = \$59.00  
Members > 10/9/17 = \$69.00  
Non Members = \$89.00  
Member Sponsors = \$100.00  
Non-Member Sponsors = \$300.00

### Register »

[Online Registration Form](#)  
[ACA/NE website](#)

### SPONSOR

Vendors can demonstrate their support for New England HVAC contractor customers and increase their visibility in the industry by becoming an ACA/NE Seminar Sponsor.

### Contact Us

ACA/NE  
11 Robert Toner Blvd., # 234  
North Attleboro, MA 02763  
Phone: 508-839-3407

[Cathy Flaherty](#)  
[Laura Preston](#)

# Registration Form

Seminar and Lunch | October 24, 2017  
Hilton Garden Inn, Waltham, MA  
11:30 am - 2:00 pm



[Click here](#) to register online

Company \_\_\_\_\_

Street \_\_\_\_\_ Phone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

\_\_\_\_\_  
Name # 1

\_\_\_\_\_  
Email # 1

\_\_\_\_\_  
Name # 2

\_\_\_\_\_  
Email # 2

\_\_\_\_\_  
Name # 3

\_\_\_\_\_  
Email # 3

\_\_\_\_\_  
Name # 4

\_\_\_\_\_  
Email # 4

\_\_\_\_\_  
Name # 5

\_\_\_\_\_  
Email # 5

\_\_\_\_\_  
Name # 6

\_\_\_\_\_  
Email # 6

**Lunch/Seminar Fees:** Members before 10/9/17 = \$59.00 | Members after 10/9/17 = \$69.00 | Non Members = \$89.00

**Sponsor Fees:** Members = \$100.00 | Non Members = \$300

Fees Charged or Enclosed: \$ \_\_\_\_\_

Payment Method:



Account Number \_\_\_\_\_

Billing Postal Code \_\_\_\_\_ Expiration \_\_\_\_\_ Security Code \_\_\_\_\_

Cardholders' Name \_\_\_\_\_ Email \_\_\_\_\_

Return to: ACA/NE | 11 Robert Toner Blvd., # 234  
North Attleboro, MA 02763  
Phone: 508-839-3407 | Fax: 508-232-6005  
[laura@acane.org](mailto:laura@acane.org)