

SBMA 2012 Post-Show Event!!! Lunch & 2 Exceptional Programs!

U.S. Federal Reserve Speaker Rick Kaglic Talks on...

"Economic Conditions Impacting Construction"

with Introduction by Erik Anderson, NCHBA 2012 President &

"The Squeeze Play" - An Esteemed Panel Moderated by Craig Webb

Cost: \$35 per person registered in advance, \$45 at the door • Thursday, Feb. 2, 2012

ShowPlace, High Point NC • 12 Noon to 2:30 PM



**OUTWIT
OUTLAST
OUTPLAY**

In conjunction with SBMA's
2012 Building Products
Buying Show at Show Place
High Point, NC

February 1-2, 2012

First, hear **Federal Reserve Economist Rick Kaglic**. Fresh from a special Roundtable with his counterparts the day prior to this meeting, he will tell us what the Federal Reserve is expecting to see in our industry during the coming months. This is a very special session that anyone who has any part in the building industry can't afford to miss!!

Followed by... **The Squeeze Play!** Moderated by Craig Webb, Editor of ProSales Magazine, this panel is going to talk about where to look for money. Dealers and contractors tell us that banks are getting tougher. Some who have been with their banks for decades are even getting suggestions that they move to other lenders. Bankers are nervous about the solvency of lumber yards and probably rightly so. They are asking for higher fees and placing more restrictions on accounts. What do we do? Listen as this panel of top-ranking experts talks about the money dilemma.

**OUTLAST
YOUR
COMPETITION**

Please Register the Following People:

Company: _____

Complete Address: _____

Phone: _____ Fax: _____ Email: _____

Person Filling Out Form: _____

TUITION:

\$ 35.00 Per Attendee Advanced Registration; \$45 at the door

Payment Options:

- Check Enclosed MasterCard
 VISA Bill Us (Members Only)
 AMEX

Exp. Date: ____/____/____ V-Code # _____

Checks should be sent to SBMA, PO Box 18667, Charlotte, NC 28218

Cancellation Policy: Any cancellation must be received 10 days prior to the seminar. After noon on that day charges are due regardless of attendance.



The Federal Reserve: Rick Kaglic is the Regional Economist at the Federal Reserve Bank of Richmond serving the Carolinas. He completed both his undergraduate and graduate work at Youngstown State University with specializations in regional and urban economics.

The Squeeze Play Panel

Moderated by Craig Webb, the panel consists of:
Matt Ogden, President, Building Industry Partners,
Johan Van Tilburg, President, Tindell's Inc.
Richard Heath CPA, President, Richard Heath & Co.
Doug Brewer, VP, Allegacy Federal Credit Union
Construction Andy Lock, Chief Risk Officer, Monarch Bank

Date: February 2, 2012 from
Noon to 2:30 PM includes Lunch

Location: ShowPlace, High Point, NC 27260

Send Registration Information to or call: Cindy
Hartley, phone: 800.966.4202; email:
chartley@crosslink.net; fax: 804.758.9311