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## **Education series begins at RIBA led by McCadden**

September 12, 2013 - Rhode Island

The first in a series of five free Contractor "Boot Camps," led by industry expert Shawn McCadden, takes place this month at the Rhode Island Builders Association's East Providence headquarters. RIBA has teamed up with Andersen Corp. and several member suppliers to present the series of five workshops.

Each event will feature a light meal at 4:30 p.m., with the class from 5:30 to 7 p.m., followed by refreshments and networking.

- \* Marketing Boot Camp: Targeting the Right Customers, September 26th, sponsored by United Builders Supply Co., Inc.
- \* Estimating Workshop: Know What You're Selling Before You Sell It, October 3rd, sponsored by Riverhead Building Supply.
- \* Financial Workshop: Small Business Finances and Profit Strategies for Non-Accountants, October 10th, sponsored by Coventry Lumber Inc.
- \* Sales Workshop: Smart Selling for Tough Times, November 7th, sponsored by Douglas Lumber, Kitchens & Home Center.
- \* Production Workshop: You Sold It, Now You Need to Build It, November 14th, sponsored by National Building Products.

"These workshops provide instruction in basic business practices," said Donald Hamel of Andersen Corp., who conceived the idea for the program.

Hamel, Andersen Corp. sales representative in Rhode Island and eastern Connecticut, envisioned intense, one-day sessions using all the educational resources that his company could offer.

Members and non-members are welcome to attend. RIBA thanks the sponsoring suppliers!

Watch The Rhode Island Builder Report, [www.ribuilders.org](http://www.ribuilders.org) and your mail for more information, or contact Elizabeth Carpenter at [ecarpenter@ribuilders.org](mailto:ecarpenter@ribuilders.org).

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