



**MANY MINDS.
ONE VOICE.
Add yours today!**

**THE CORPORATE HOUSING PROVIDERS ASSOCIATION (CHPA) PRESENTS:
“NETWORK CONNECTION EVENT”**

Join us for a Network Connections Luncheon to **learn about local market issues and trends.** How’s business? What is the housing industry like today? What are the trends and challenges we’re seeing in our area? What can CHPA do for you locally? Network with the partners that help make corporate housing successful in our area to discuss these issues and more!

Date: Thursday, December 4, 2008

Time: 9:30 a.m. – 11:30 a.m.

Host: ABODA

Speakers: Participants will have an opportunity to see Elaine Quiroz’s CHPA webinar – a \$50 value!

Sales & Training NOW! by Elaine Quiroz

Sales and marketing are vital components of corporate housing success. Today’s providers are constantly challenged to deliver the message and value of corporate housing in an effective manner. Session participants will learn the processes and terminology for:

- How corporate housing is “delivered” in the marketplace, including third-party providers, property management, wholesaling, and more
- Who uses corporate housing at the corporate level and why
- Defining the individual user, apart from corporate needs
- The respective roles and values of Inside Sales vs. Outside Sales
- The most common methods to successfully search for business
- Navigating the bid process, including RFP’s, RFQ’s, and service agreements
- Related associations and affiliations (such as ERC, SHRM, and NAA)

Location: CORT Furniture Warehouse
21431 68th Ave S
Kent, WA 98032

Cost: **FREE!** This opportunity is open to the first 20 people who RSVP thanks to the generosity of the sponsor. A continental breakfast will also be provided for your enjoyment.

Sponsors: CORT Furniture Rental

RSVP: Marilyn Kempter
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Don’t forget to invite your co-workers!