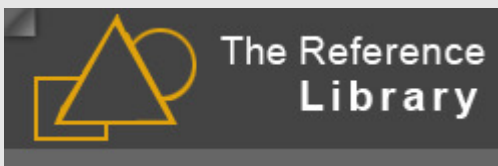




PHOENIX CHAPTER

The Construction Specifications Institute

Mark Your Calendar: Tuesday,
Feb 14th, 3pm at the Reference
Library!



AZBEX provides not only what projects are currently bidding, but resources to identify projects before they bid, bid results/project awards, local industry events and much more!

The Reference Library

99 E. Virginia, Suite 140
Phoenix AZ, 85004

RSVP to Jill at
jill@thereferencelibrary.com

February 14th, 2012, 3pm

Filling Your Project Pipeline

Join us at 3pm on February 14th at The Reference Library as Rebekah Morris, Publisher of the Arizona Builder's Exchange, presents step by step best practices on finding design & construction project leads for Manufacturers and Product Reps.

The discussion will be uniquely tailored to identify projects in the planning/design phase, where you have the best possible chance for securing work!

Topics Covered:

Where to Obtain Project Leads

- Sources of information
- Networking
- Public Information

What to do with it

- Finding the right point of contact
- Researching prior to making contact

Reaching out/Making Contact