

# Open Forum Discussion About Growing Your Business and Increasing Profits



**NJPMA**  
**Roundtable**  
**Business**  
**Growth**  
**Strategies**

**SECRETS OF SUCCESSFUL PEST CONTROL COMPANIES**

**8 Forward Thinking, Progressive, and Successful Operators in NJ**

- Marketing and Selling Across Generations: Boomers to Millennials
- Door Knocking Strategies: Pros and Cons
- Over the Phone: To Sell or Not to Sell
- How to Buy Better, Regardless of Size
- Generating New Revenue Streams: Marketing and Referral Programs
- Impacts of the Election on Small Business: Tax Laws, Capital Gains, Overtime laws

- Bobby Kossowicz-Environmental Marketing Solutions
- Jonathan Clemente-Attorney, Clemente Mueller
- Sam Hagopian-Excel Pest Control
- Drew and Bill Cowley-Cowley's Pest Control
- Todd Milsom-NJPMA Government Affairs Chair
- Tom Algeo and Jim Hearity-Residex
- Dennis Murphy-Moyer Pest Control

Information for the NJPMA Roundtable Discussions  
 \*Limited to the first 48 Registrants\*  
 \$65.00 NJPMA Member \$110.00 Non-Member

Name(s) \_\_\_\_\_  
 Company \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Email \_\_\_\_\_

- ( ) North Jersey Location Nov. 17<sup>th</sup>
- ( ) South Jersey Location Dec. 15<sup>th</sup>

**The Kenilworth Inn**  
 60 South 31st Street  
 Kenilworth, NJ 07033

Thursday, November 17, 2016  
 1:00-4:30 Roundtable Discussions  
 4:30-5:30 Networking Social with Food and Drink

**Wyndham Hotel**  
 1111 NJ-73  
 Mt. Laurel, NJ 08054

Thursday, December 15, 2016  
 1:00-4:30 Roundtable Discussions  
 4:30-5:30 Networking Social with Food and Drink

Remit by November 11<sup>th</sup> to...  
**NJPMA**  
 PO Box 24 Livingston, NJ 07039  
 Fax: (973) 992-5823