



Is Proud to Bring to Wisconsin



Joe is the president and owner of Elite Homes, Inc. which he founded in 1976. Elite Homes designs and builds or remodels 40-75 custom homes a year ranging from \$250,000 to over \$1,000,000. Elite Homes is currently developing 7 subdivisions in the Greater Louisville area. Joe has been an important part of the Louisville Community for over 3 decades. In 1993 he brought Homearama to Smoketown, which were the first new homes built in this neighborhood in over 50 years. In 1997, under his leadership, the Louisville area Chamber of Commerce inaugural business expo was the largest chamber-sponsored trade-show in the nation. In 2003, he stepped forward to organize a rescue package to help save the Louisville Orchestra from certain bankruptcy. In 2006, he negotiated a new 5-year collective bargaining agreement with the musicians union which stabilized the Orchestra finances. In November 2007, he and his company built a home for Patrick Henry Hughes and the Extreme Makeover: Home Edition T.V. show. Over the years, Joe has given hundreds of speeches on a wide range of topics. His talks are funny, fast moving, inspirational and loaded with important lessons that the audience will use in their business and personal lives. Joe continues to be very involved in both the Louisville community and home building industry has been recognized for his service.

Thursday, April 22nd

Fox Hills Resort, 250 W Church St, Mishicot WI



### Estimating & Business Management

9:00am to 1:00pm 4 CE credits

This presentation will cover many of the key elements of running a successful business. These principles can be applied to any business. Approximately 1/2 of the seminar is focused on estimating and cost containment strategies. In other words, it is of no value to have a perfect estimate, if you can't control your costs. Other topics covered are sales, supplier and subcontractor relations, contracts, change orders, working with realtors and building inspectors, working with difficult clients and negotiating. In a 1/2 day, learn everything you need to know to be successful. Many attendees keep coming back because so much is covered that they want to make sure they did not miss something.

### Negotiating for the Home Building Industry

(as featured in March 2010 issue of Builder magazine)

3:30pm to 5:00pm (in discussion for CE credits)

Will teach you how to get what you want using "win-win" negotiating. It will cover the 3 stages of every negotiation, 10 basic principles of negotiating and the 10 basic rules of negotiating. This presentation concludes with 20 different negotiating tactics or gambits using real life examples to illustrate each example. People negotiate everyday, in every aspect of their life.

Learn this important skill from one of the best.

### Stay for Social & Dinner 5:30-6:30 and listen to Joe's How to Thrive in Tough Times (35 minutes)

This talk will encourage attendees to adopt six specific strategies that every individual can use to not just survive, but thrive in today's tough economic climate. This new speech was created to inspire and motivate. "Just what I needed to hear,"

"I was energized by your speech" are some of the comments by recent attendees.

#### REGISTER by April 20th

Registration Fee	MCHBA Member	WBA Member	Non Member
Estimating	\$40	\$60	\$80
Win-Win	\$20	\$30	\$40
Dinner & Thrive	FREE	\$15	\$15
Attend it ALL	\$50	\$100	\$130

Business Name: \_\_\_\_\_ Address: \_\_\_\_\_

Name of Attendees (please print): \_\_\_\_\_ Payment by: MC/Visa \_\_\_ Check # \_\_\_\_\_ Invoice me \_\_\_

\_\_\_\_\_ Credit Card #: \_\_\_\_\_

\_\_\_\_\_ Expiration: \_\_\_\_\_ VCode: \_\_\_\_\_ Zip Code: \_\_\_\_\_

\_\_\_\_\_ Total Attending: \_\_\_\_\_ Total Due: \_\_\_\_\_

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