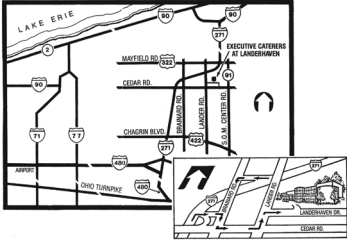




ASID Ohio North Chapter
P.O. Box 32
Wadsworth, OH 44282-0032



Tradeshow Location:
Executive Caterers at Landerhaven
6111 Landerhaven Drive
Mayfield Heights, OH 44124
www.landerhaven.com

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MARBLE AND GRANITE WORKS

March 29, 2012 **ANNUAL TRADESHOW & PREMIER EVENT**
SOURCERY 28

(R)esources
(E)ducation
(D)esign



NAME

(Must list all names of guest attending – may attach separate sheet)

COMPANY NAME

PHONE W/ AREA CODE

E-MAIL

Check here to release email to exhibitors

MAILING ADDRESS

CITY

STATE

ZIP

PROFESSIONAL ORGANIZATION (Circle one)

ASID AIA IDS IESNA IIDA HBA NARI NKBA Other

➔ Please Indicate Your Choices (with a check-mark)	ASID Member	Non-Member	ASID Student
<input type="checkbox"/> 0.2 CEU (Includes continental breakfast & tradeshow entry)	\$50	\$75	\$25
<input type="checkbox"/> Tradeshow Only (Pre-registration) (At-the-door registration: \$20)	\$10	\$15	\$5
<input type="checkbox"/> Student Career Day		\$5	Free
➔ Total Amount Due			

➔ **Mail check payable to: ASID Ohio North Chapter or**

Register Online @ www.asidohio.org

Need assistance? Contact Us

Phone: (330) 598-1861

Fax: (330) 598-1849

E-mail: admin@asidohio.org

Address: ASID Ohio North Chapter
P.O. Box 32
Wadsworth, OH 44282-0032

SCHEDULE OF EVENTS

9:00 AM – 11:30 AM 02. CEU
(Pre-registration is required)

11:00 AM – 6:00 PM Tradeshow Hours
Noon – 1:30 pm Lunch
2:00 pm – 3:00 pm Dessert Hour
4:00 pm – 6:00 pm Happy Hour

2:00 PM – 4:00 PM Student Career Day
(Pre-registration is required)
Students ~ Come dressed for the career you want, not the student you are!

Note: Nametags are to be picked up at the registration desk the day of the show.

0.2 CEU (#8261)

Difficult Conversations: Transforming Problematic Situations into Relationship Strengthening Opportunities

Do you dread having these uncomfortable conversations with your clients so much that you decide that “absorbing” the cost is easier than having the conversation? Generally, design professionals don’t have formal training to handle these conversations and yet they impact profits and are as important as the artistry of design. If done with confidence, ease and effectiveness, designers can move smoothly through projects. In this economy, it’s essential to have the tools and the confidence to easily handle any conversation so that you can accept any project.



CEU Speaker Angela Merola

About Speaker Angela Merola

As a life/business coach in the design field, Angela provides specific tools to help designers, architects, and Industry Partners find their style to confidently defuse any difficult conversation or situation. In this highly interactive presentation, Angela will share verbiage and phrases that shift the conversation from adversarial to partnership for resolving the issues, reducing stress and creating another opportunity to strengthen clients’ respect and trust in the partnership. Learning tools to handle these energy draining situations allow design professionals to spend more time “designing” and less time stressing about how to have a difficult conversation!

