



TIDEWATER MORTGAGE BANKERS ASSOCIATION

MEMBERSHIP MEETING

Feb. 8, 2012

11:30 am at Spring Hill Suites by Marriott
6350 Newtown Road, Norfolk, VA 23502

THE LOST ART OF SELLING... WOULD YOU BUY FROM YOU?

TMBA is truly fortunate and delighted to welcome **Brad McDonald** as our guest speaker. Brad McDonald served 28 years in the US Navy and then entered the business world as a financial advisor. Combining the management and leadership experiences he gained in the submarine force with the sales and marketing experiences of the financial world he opened the doors of Sandler Training in 2004. Brad now trains, coaches, and advises business owners, management teams, and sales professionals in improving their sales and management skills. Brad is passionate about academic achievement for inner-city children and actively serves as a volunteer at James Monroe Elementary School.

Join us and learn Brad's tips to increase your business through perfecting your sales process.



WITH **BRAD McDONALD**

2012 PREMIER PARTNERS	
• Assurity Title & Escrow LLC	• Samuel I. White P.C.
• Donahoe & Associates, Inc. Real Estate Appraisers	• Shaheen Law Firm, PC
• Premier Appraisal Group	• Sinnen-Green & Associates
• Prestige Title	• Stanfield & Associates Real Estate Appraisers
• Priority Title & Escrow LLC	• The Virginian-Pilot
• Sage Title Group LLC	

RESERVATION DEADLINE: February 3, 2012

Seating is limited. Registrations must be made prior to deadline. No walk-ins permitted. No cancellations/refunds after deadline.

REGISTRATION FORM

Name: _____

Company: _____ Member Non-Member

Address: _____

Email Address: _____ Phone: _____

\$25 TMBA/HRRA members \$35 non-members I am a Premier Partner (one free)

Reservations After Deadline: \$30 TMBA/HRRA members \$40 non-members

Please contact TMBA if you have special dietary requirements.

PAYMENT

Visa Mastercard Discover Name on Card: _____

Total Amount to be charged: \$ _____ Signature: _____

(The following information will be shredded.) Card#: _____ Exp. Date: _____