

1982-2007



Celebrating 25 Years

2006 *Striving for Excellence* Chapter of the Year

#### 2006-2007 Board of Directors

##### President

Lee Doherty, CPSM  
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Gilbane Building Company

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#### 2007 Corporate Sponsors:

##### Gold:

Brilliance Photography  
HARTRAMPF, Inc.  
Repro Products

##### Silver:

Gilbane Building Company  
KHAFA Engineering  
The Whiting-Turner Contracting Co.  
Urban Design Group

#### Vital Stats:

##### Date:

Thursday, June 14, 2007

##### Event Time:

2:00 - 2:15 pm Registration  
2:15 - 4:30 pm Program

##### Location:

University of Phoenix  
8200 Roberts Drive  
Atlanta, GA 30350  
Phone: 678-731-0555

#### Registration:

##### Cost:

\$20 Members  
\$30 Non-members

Registration closes 48 hours prior to the event. All registrations after this time will be charged the non-member rate. Walk-in space available on a first come, first serve basis.

Register online at:

[www.smeps-ga.org/events/  
events.html](http://www.smeps-ga.org/events/events.html)

To pay by check, register online and select the "pay by check" option.

Bring your check the day of the event or mail your check to SMPS Georgia, 1054 Redwood Drive, Norcross, GA 30093.

Payment must be received prior to entering the event. Make payable to SMPS Georgia. Individual event registrations may be canceled without penalty if the individual provides a written cancellation notice to the Chapter Administrator 48 hours prior to the event.

#### Domain of Practice:

- 1 Marketing Research
- 3 Client/Business Development  
1.5 CEU / AIA hours

#### UNIVERSITY:

## Managing Your Marketing and Business Development Responsibilities

#### Presented By:

Robert B. Salmon, Senior Vice President  
Holder Construction Company



#### About the Presenter:

A graduate of Penn State University, Bob has more than 25 years experience in the construction industry. His current responsibilities include training for business development skills and working closely with Holder's clients and partners to track the company's performance and support the company's continual improvement initiatives. He monitors industry trends to insure Holder's services continue to be in the forefront of the industry.

Bob has been a guest lecturer for the School of Architecture and the Building Construction Program at the Georgia Institute of Technology and for the Engineering School at Southern Polytechnic State University, and was a featured speaker on Construction and Business Development for two Continuing Education courses at Georgia Tech. Bob is a published author having contributed a chapter titled "Hiring a General Contractor" for the book "Commercial Relocation – A Comprehensive Guide for Industry Professionals and Service Buyers". Bob is currently serving on the Executive Advisory Panel for the SMPS Georgia Chapter where he also served on the board as President.

**MORE INFORMATION COMING SOON!**

#### Sponsorships Now Available!

Contact SMPS Georgia at [sponsorship@smeps-ga.org](mailto:sponsorship@smeps-ga.org) or 404-452-9817.