



NOVEMBER 3-5
HILTON ORLANDO
ORLANDO, FLORIDA



Annual Convention * Tabletop Networking Forum

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Distribution Management University Provides Focused Education for Maximizing Sales and Profitability

CHICAGO – The 2015 Distribution Management University (DMU) will be held in conjunction with the NAFCD + NBMDA Annual Convention on Tuesday, November 3 from 8:00 a.m. - 5:00 p.m. at the Hilton Orlando in Orlando, Fla.

The 2015 DMU is a unique opportunity for general, sales, branch and operations managers to expand their industry knowledge and enhance leadership skills. The 2015 DMU is focused on the real world of the market level manager. Sessions are fast paced, interactive and fun, and provide real tools to grow profit and market share.



Bob Langdon, author of *Managing Your Business for Profit*, will lead the 2015 DMU. Since beginning his consulting practice in 1983, Langdon has been assisting business owners in achieving their sales and financial goals. Gaining comprehensive business skills working for Pricewaterhouse Coopers and serving as the general manager for a rapidly expanding wholesale distribution company has enabled Langdon to understand the challenges of distribution management. .

In this program, Langdon will show attendees proven techniques to increasing gross margin, cash flow and return on investment, while retaining their best customers! They will learn how to calculate breakeven for their business, thus assisting you in achieving their profit goals. In addition, attendees will discover how to prepare alternative financial forecasts for their business, thus enhancing their ability to be successful in a rapidly changing environment.

“We are excited for the unique perspective and background that Bob Langdon will bring as the speaker for the 2015 DMU,” said Kevin Gammonley, executive director of NBMDA and NAFCD. “The DMU workshop has proven to enhance the leadership skills of attendees and this year will be no different. I look forward to Bob Langdon’s session and know it will be beneficial for all in attendance.”

Enroll your managers in the 2015 DMU today to see immediate cost savings and productivity boosts to your business. Register by September 15 and save \$100.

Learn more about the 2015 DMU at www.distributorconvention.org/dmu.

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About NBMDA

NBMDA is a trade association representing the leading wholesale distributors of wood panels, surfacing materials, cabinet hardware, finishes and related products. Membership is comprised of distributors and manufacturers that serve the independent kitchen and bath dealer, as well as those that serve production companies involved in

cabinetry, architectural woodwork, stock woodwork, store fixtures, solid surface fabricating, plastics fabricating, general and specialty woodworking industries. For more information, visit www.nbmda.org.