

# 2020 PRESENTS

## Designing, Selling and Profiting from the Latest K&B Trends

From TV, to the newsstand, to the internet, there is no shortage of kitchen & bath trend information in front of our clients, and we, as professional partners, must always be ready to help navigate to guide them through the project of their dreams. This session will focus on comparing the most up-to-date, reputable and accessible design trend surveys to improve our professional knowledge. But more importantly, we will go one step beyond to provide best practices for leveraging this knowledge to design, sell and improve profitability for kitchen and bath professionals. Guiding your clients, satisfying their dreams and improving your business at the same time...this is a can't miss event!

### ABOUT THE PRESENTER



#### John Morgan

A 20-year kitchen and bath veteran, John Morgan is well respected for his work helping kitchen and bath professionals evolve their businesses through the latest in technology. A manufacturer's representative, consultant, trainer and speaker, he has served on advisory councils of many industry manufacturers, Virginia Tech and as 2013 NKBA National President. Morgan authored the popular "Rep's View" column in Kitchen & Bath Design News for nearly a decade and currently represents nationally-known cabinet and technology companies through his Baltimore/ Washington-based agency, Morgan Pinnacle.

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**When:** **May 19, 2016** 6-7PM Social  
7-9PM Presentation

**Where:** Richelieu Pompano Beach  
3410 Park Central Blvd. N, Pompano Beach, FL 33064

**Cost:** Members (Pre-Registered by May 12, 2016)-\$20  
Members (At the Door)-\$30  
Non-members-\$30  
Students-\$10

## RSVP



Call Sherry Wright Sperty at  
561-789-4839

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