

# EXPO WORKSHOPS

## Best Attendance in Six Years



### Expo Workshop Attendance

2013 Nashville	2,756
2012 Las Vegas	2,142
2011 Indianapolis	2,279
2010 Las Vegas	2,713
2009 Nashville	2,611
2008 Las Vegas	3,188
2007 Orlando	1,957
2006 Las Vegas	2,800
2005 Nashville	3,105
2004 Las Vegas	3,081
2003 San Antonio	2,249
2002 Nashville	2,382



**TWINS FOR TABLETS:** The Gendreau twins from Garaga offered several tips for using tablets as a sales tool.



**TELEPHONE DOCTOR:** Nancy Friedman, a professional speaker known as the Telephone Doctor, helped two packed crowds sharpen their sales and customer service skills.



**BOUNCING BACK:** After several years of slipping attendance, workshop attendance bounced back with the best attendance since Las Vegas in 2008. The numbers in this chart represent the total attendance in all workshops. If the typical participant attended four workshops in 2013, the total number of unduplicated attendees is about 690 persons.

### Top Ten Workshops

	Speaker	Attendance
1. How To Be an Island of Excellence in an Ocean of Mediocrity	Nancy Friedman	332
2. Hell Hath No Fury Like a Customer Scorned	Nancy Friedman	255
3. Marketing: It's Not What You Do When the Phone Stops Ringing	Kim Wiest	212
4. Economic Forecast	John Zoller, David Bowen	191
5. I.G.N.I.T.E. Your Performance	Cathy Sexton	164
6. Using Mobile Technology in the Door Industry	Kyle Hart	158
7. Change Your Selling Approach to Increase Sales	Tim Castello	148
8. There's Plenty of Money Out There – Go Out and Get It!	Dan Apple	146
9. Branding and the New Normal	Bill Rossiter	134
10. Getting the Most Out of Your Tablet	Maxime and Martin Gendreau	115