

Annual Conference & Membership Meeting: CHALLENGES WITH LOCAL MUNICIPALITIES

How BFAAM Can Support You | October 21, 2022 | Lansing, Michigan

Are you experiencing challenges with your local municipalities? Let BFAAM be your best resource. We provide the path to help you level the playing field from county to county and across the state. Hear presentations from the Department of Licensing and Regulatory Affairs and other experts on this and other topics that matter to you. Register today to join us!

9:15 a.m.

Registration

9:45 a.m. – 10:15 a.m.

BFAAM Business Meeting and Election of Directors

10:15 a.m. – 10:45 a.m.

Presentation To Be Announced

10:45 a.m. – 11:30 a.m.

Presentation from the Department of Licensing and Regulatory Affairs

- **Security Alarm Licensing Update**
- **Michigan Electrical Code Adoption Update**
- **Building and Permits Update**

11:30 a.m. – 11:45 a.m.

Break and Visit Exhibits

11:45 a.m. – 12:45 p.m.

Disagreement Avenues for Resolution

Keith E. Lambert, PS, Director, Bureau of Construction Codes

Topics covered include statutory, code, and licensing authority along with expected outcomes, options for resolution, and the role of BCC.

12:45 p.m. – 1:45 p.m.

Lunch and Visit Exhibits

1:45 p.m. – 2:45 p.m.

Customer Visits...Are You Making The Most of Your Client Relationship?
Dean Belisle, National Sales Trainer, DMP

When was the last time you visited your client? When was the last time your competition visited 'your' client? If you are not spending time with them, then someone else is. Don't miss the opportunity that your current client's provide. Join us and learn a unique approach that will lower your attrition, increase referrals, improve upgrade and upsells and increase your RMR. Dean will walk you through an approach that is beneficial to both you AND your client.



Registration

Member Rate \$50

**Register before October 14th to take advantage of this reduced rate.*

To register, visit bfaam.org or scan this code.

Scan Me!