



December 4 and 5, 2008 in Dallas, TX.

**Your opportunity to license and train managers in The Kahle Way® Sales Management System in our newest and most effective seminar format.**

Intense management training that combines the intimacy and power of a personal session, with the practical economy of working with a larger group in a more open 2-day format. *The Kahle Way® Sales Management System* cuts through the fluff of other management programs and presents a unique practical system to the overworked, overwhelmed sales manager.

Each manager receives a master System Kit built around a 186-page binder consisting of:

- \*Detailed instructions
- \*Step-by-step directions
- \*Re-printed articles
- \*Sample forms

**Dave Unplugged Schedule**

- Day 1:** 1:00 – 4:30 training session led by Dave Kahle  
 6:30 – 7:00 cash bar break with Dave Kahle  
 7:00 – 9:00 dinner with Dave Kahle and the other participants
- Day 2:** 8:30 – 12:00 training session led by Dave Kahle

**Your investment: \$895 (Sponsor discount) \$1095 (Regular price) \$500 (Existing licensees)**  
 This includes the license, seminar, binder and dinner...**all with Dave Kahle.** Travel and hotel not included.

**Note: Be sure to check our 2008 Sponsor list below to see if you qualify for a Sponsor discount.**

Participation is limited, so make reservations now. Complete this form and **fax back to us at 616-451-9412**

Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Position \_\_\_\_\_  
 Company Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 E-mail Address \_\_\_\_\_

**Enter your Sponsor Acronym here to qualify for a discount:** \_\_\_\_\_

**Payment Information (Check one)**

Credit Card: Master Card \_\_\_\_ Am Ex. \_\_\_\_ Visa \_\_\_\_ Discover \_\_\_\_  
 Card Number \_\_\_\_\_  
 Expiration Date \_\_\_\_\_  
 Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

- 2008 Sponsors**
- American Supply Association
  - Association for High Technology Distributors
  - Copper and Brass Servicenter Association
  - Foodservice Equipment Distributors Association
  - Independent Distributors Network
  - Independent Laboratory Distributors Association
  - Industrial Supply Association
  - National Association of Independent Lighting Distributors
  - National Fastener Distributors Association
  - North American Association of Floor Covering Distributors
  - North American Building Material Distribution Association
  - North American Horticultural Supply Association
  - Outdoor Power Equipment & Engine Service Association
  - Pet Industry Distributors Association
  - Western Association of Fastener Distributors
  - Wholesale Independent National Distributors Organization
  - Woodworking Machinery Industry Association

**Registration Deadline:** Space is limited and provided on a first-come first-serve basis. Registration requests within five days of the program are processed at the discretion of The DaCo Corporation and are subject to a \$35 (US\$) late fee.

**Cancellation Policy:** Substitute participant attends seminar = No Charge. • Attend seminar of the same type in the same calendar year or next available = No Charge. • 31+ calendar days before the seminar = \$35 charge. • 7 to 30 calendar days before the seminar = 50% credit toward the same type of seminar. • Less than 7 calendar days before the seminar, for any reason = 100% forfeiture. (US\$)

**Seminar Cancellation:** The DaCo Corporation reserves the option to cancel any seminar twenty-one (21) days in advance and will fully refund any registration fees.