



MASFA
Steel Leads the Way

Mid-Atlantic Steel Framing Alliance

Register for MASFA's Quarterly Dinner Meeting & Get Yourself Connected!
June 1, 2023, 5 p.m. – 8 p.m. – Maggiano's, Tyson's Corner, Virginia

MASFA Dinner Meetings – Get Yourself Connected

Thursday, June 1, 2023, 5 p.m. – 8 p.m. Our dinner meeting is the best place in the Northern Virginia, Washington and Baltimore region to network with people in the cold-formed steel industry: Contractors, suppliers, manufacturers, and designers are always part of the mix. Our dinners provide you the opportunity to:

- 1) Network with industry colleagues during our cocktail hour.
- 2) Learn about important industry topics (many of which include continuing education credits) from various industry experts.

Topic: Business Development: Are you moving in the right direction?

1.0 PDH

Speaker: David Procida, Director of Business Development
C. J. Coakley Co., Inc.



Continuing Education Credits Available: 1.0 Engineering PDH Credits

Agenda Highlights: Whether you are an owner, in operations, sales, marketing, estimating, production or administration, this presentation is for you! Businesses that are not evolving forward are falling behind. The world is constantly changing including the construction industry. Business Development involves all activities necessary to grow your business and since your entire staff is a component of business development, come learn how including and engaging your employees in business development processes can help your company grow and evolve. In this presentation, David will share what he has learned about the steps necessary for developing a successful business, regardless of size and maturity. He will break down the “four baskets” of business development, illustrate the process and explain why everyone has a key role in business development. MASFA is offering this education and networking opportunity to help you succeed.



2023 Sponsors

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Time/Place/Cost

Date & Time: Thursday, June 1, 2023, from 5 p.m. to 8 p.m.

Location: Maggiano's Little Italy, Tyson's Corner
2001 International Drive, McLean, VA
Phone: 703-356-9000

Directions: Visit www.maggianos.com for directions

Attendee Cost:

- \$50 for MASFA members/\$60 for non-members pre-registered by May 24;
- \$65 for members and non-members after May 24;
- \$85 for any attendee payable at door (space permitting).
- No refunds will be provided after May 24.

Sponsorship Cost: \$250 which includes one dinner, a tabletop to display your company's products/services, listings in event promotional material (including mailings), and an opportunity to speak to the group for five minutes.

Attendees

Name (1) _____ Email _____
Name (2) _____ Email _____
Name (3) _____ Email _____
Company _____
Address _____

Payment

Registration: (No refunds for cancellations after May 24, 2023)

<input type="checkbox"/> Number of MASFA Members attending	_____	(\$50 each)	Subtotal: _____
<input type="checkbox"/> Number of non-MASFA Members attending	_____	(\$60 each)	Subtotal: _____
<input type="checkbox"/> Number of Late Registrations (After May 24)	_____	(\$65 each)	Subtotal: _____
<input type="checkbox"/> Event fee at Door without any prior registration	_____	(\$85 each)	Subtotal: _____
<input type="checkbox"/> Sponsor the event (\$250) Must be received prior to event.			Subtotal: _____
			Total Cost: _____

Pay By Check (Check must be received by **May 24, 2023** to guarantee registration):

Payable to: "MASFA" Check is in the mail

Send to: MASFA – c/o Nader Elhadj, 3603 McLean Avenue, Fairfax, VA 22030

Pay by Credit Card: (Please print)

Master Card Visa American Express Exp. Date: _____ Sec Code: _____

Credit Card Number _____

Name on Card _____

Billing Address Same as Above _____

Signature _____

Please fax this registration form to (703) 563-9424, Attn: Nader Elhadj
If you have questions, please contact Nader at (703) 615-2451 or Jeff Klaiman at (703) 691-4040
Mid-Atlantic Steel Framing Alliance, Inc. - www.masfa.com