

Pre- Program Questionnaire.

Please fill and return via email to: contact@samglenn.com or
Can fax too: 866-503-2196
Mail To: Sam Glenn Presentations
603 West Market Street
Celina. OH 45822

Group Name: International Door Association

What is the reason/ purpose for your meeting: Annual International Garage Door
Exposition

What is the theme of your meeting: Expo! We've Got it All! (This is not a significant
item and does not need to be included in the presentation)

What is length of time Sam will be speaking: Two hours

How many will be in attendance? It could range from 200 to 500.

% Male _____ 70 _____.

% Female _____ 30 _____.

For the seating layout, we do prefer auditorium style seating. If you are having your
audience seated differently from that, please advise (example: roundtable, chairs on floor
in front of stage, etc...): The room will be set theater style.

Is anything going on in the room Sam is speaking in before he goes on stage? If so,
describe: No.

Is there anything going on in the room Sam is speaking in directly after he has completed his keynote? If so, describe: No.

What is a general job description of those attending the meeting: Individuals who sell, install and service overhead door systems, which can be anything from a residential garage door to a large commercial fire door systems.

What challenges has the group been facing this past year: Competition, price sensitive customers, hiring and training workers. Typical problems associated with small businesses.

What tends to be a reoccurring frustration amongst the group (industry wise or inter-company wise):

Same as in the previous response, however, if there is going to be a focus on one item, I would want to be in the area of identifying, recruiting and training new workers for professional careers. The industry is on the verge of major progress in this area, but hasn't quite turned the corner. This is a specialized industry that plays a critical role in public safety and it should be recognized as a professional occupation.

Is there anything – information about your industry that Sam should avoid talking about during the presentation: Only the usual anti-trust issues.

Do you have a website for us to check out to learn more about your group:

IDA – www.doors.org

IDEA – www.dooreducation.com

Additional comments that will help us prepare to serve you better at this meeting:

We are working off of new, one-year experimental schedule. I cannot say whether we will have a large audience or a small audience, but regardless of the size, this will be the key presentation of the educational schedule. Also, I am available to discuss the group, its issues and other matters with Sam, if that would help. 828-261-0625.

What speakers have you used in the past: Dale Monnin, Art Turock, Brian Tracey, Ned Jarrett, Mike Ditka, Joe Thiesman, and many, many others.

On a scale of 1 to 10, how were they received: Generally in the 8-10 range.

What did you like best out them: The entertain as well as inform and leave the audience with a message that adds to the overall value of the educational seminars.

What did you like least: Motivational speakers tend to read the same books, quote the same authors who have never accomplished anything other than self-publishing books and worst of all, they tend to tell the same stories about things that allegedly happened to them, personally, but actually never happened to anyone at all.

If there were one thing Sam could communicate that would hit a home run for your group, what would it be: That no one is coming to their rescue. No outside force is going to swoop down and solve their problems. The good news is that each individual has the opportunity to create the future they want to create for themselves.

What best describes what your group needs. Please check 2

_____ Humor

_____ Encouragement to: _____.

_____ Learn to better: _____.

___1___ Recognition for efforts

___2___ Motivation to do better

_____ Other: _____.

Sam's message, **A Kick In the Attitude**, has a strong focus on attitude. What attitude would best encourage your group? Pick 2.

_____ Lightening up (keeping your humor)

_____ Excellence

_____ Patience

_____ Going after goals

_____ Making a difference

Perseverance through times of change and challenges

Seeing the value in what they do

Other: _____.

Send any materials that will be helpful to preview too:

Sam Glenn

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