

“Everyone is a recruiter.”

Larry Lawrence, regional field representative/
instructional development specialist, ITI,
in the session *Career Opportunities for Apprentices*.

*“Can you put your finger on what
you have done to effect change?”*

Joe Sellers, SMART general secretary-treasurer.

“Don’t be afraid of going into new markets.”

Joe Toso, president of Tri-metal Fabricators when discussing how to prosper in difficult economic times.

Heard on the floor...

*“If you are going to get involved in this business,
you have to take it very seriously. Be all the way in.
If you are going to do it halfway, don’t bother.”*

Charles “Chuck” Holt, NEMI director of Research & Education, about getting into the fire and life safety market.

“Everybody can knock tin. What’s your hidden value?”

participant in the *West Regional Break-out Session*.

*“If you did not like the recession,
you will hate the recovery.”*

Thomas C Schleifer, author and turn-around expert on how
margins appear unlikely to bounce back even after the market
does and reporting that more companies fail on the upswing
than the downswing.