



FOR IMMEDIATE RELEASE

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FOR MORE INFORMATION

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**INDEPENDENT GLASS ASSOCIATION
TO FOCUS ON COMPETITIVE ADVANTAGES AT ANNUAL CONFERENCE**

Auto glass business owners attending the Independent Glass Association's (IGA) 2008 Annual Conference and Spring Auto Glass Show™ will benefit from several seminars in the conference's education track designed to help improve profitability. The educational track will culminate in a 45-minute session on the last day of the conference where attendees will participate in a town hall meeting that will allow them to share profitable business practices with other attendees. The IGA Annual Conference and Spring Auto Glass Show™ will take place May 1-3 in Las Vegas, Nev.

The educational track will consist of sessions covering Internet marketing and closing auto glass sales calls. Scott Orth of GTS will present a 45-minute session on using a website to boost sales, while Dan Molloy of the Molloy Sales Institute will demonstrate tried and tested phone sales tactics guaranteed to improve auto glass job acquisitions. These sessions are NOT to be missed!

IGA also has scheduled a "Selling Windshield Repair" seminar for 3 p.m. on Friday, May 2, as part of the annual conference. NOVUS Inc. and repair equipment suppliers such as GlasWeld Inc. will show attendees how windshield repair can positively affect their bottom lines in a big way.

"One of IGA's many benefits is providing quality business improvement education. Our members need to be informed of all the latest sales tactics to remain profitable. These seminars are designed to fulfill that member benefit," says Patrick Smith, IGA director of operations.

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[CLICK HERE](#) for a complete seminar schedule.

[CLICK HERE](#) to register for the Annual Conference and Spring Auto Glass Show™.

[CLICK HERE](#) for more information regarding the IGA.

Housing Note: The IGA's discounted room rate at the Golden Nugget Hotel & Casino is set to end on March 30. Attendees need to call 800/634-3454 and ask for the discounted room rate for the Americas' Glass Showcase/IGA Auto Glass Show.

Registration Note: The pre-registration deadline for the IGA Annual Conference and Spring Auto Glass Show™ is fast approaching. Attendees must register by April 18, 2008, in order to receive the discounted rate.

