

# It Is Time To NETWORK!

Dear viaVerio Reseller,

Have you ever asked yourself how other viaVerio Resellers market their business, facilitate tech support, handle billing, setup SPAM and virus scanning, deal with issues or manage their servers? Now is your chance to ask those questions! It is time to NETWORK!

After receiving raving reviews from their November 2006 and February 2007 conference, Scott Gordon (SBBS Software & Consulting, Inc.) and Mark Sharkey (PrecisionPros), are facilitating yet another conference to assist viaVerio resellers in solving challenges and sharing ideas. This conference is all about networking, learning, and sharing success stories by putting you in touch with other successful viaVerio resellers like yourself.

When attendees from previous conferences were asked "Was the conference worth your time?" this is what a few had to say:

**John Blood, Behold! Learning Inc. said:**

"Absolutely. For XXX reasons: 1) connecting and learning from other experienced resellers provided knowledge and experience that 'short-cutted' my time with their advice; 2) finding new solutions to client problems/opportunities; 3) being provided with new reseller opportunities from Scott that will help me round out my business offerings and have me reappraising my business strategy; 4) finding new ways and customers within the reseller community to which I can sell my solutions and services. This conference was a major expense for my small operation and I figure I made back the investment by several hundred percent! That's a good return."

**Brian White, Webhosting Solutions said:**

"Yes. I learned a lot, it was motivational, I made new business connections and was introduced to some new opportunities and learned a few ways to improve my business."

**Dean Bowen, Net-Flow Corporation said:**

"Yes....because it did what I was looking for. Networking. Expanding more opportunities. Learning what others are doing that I'm not that I should be doing."

**Scott Haymore, Etrafficers Inc. said:**

"Yes. Interesting Discussion, Nice people. I wish that I would have spent more time with the group after dinner, Wednesday night, etc."

**Art Zemon, Hens-Teeth Network said:**

"Definitely. I met people with whom I am looking forward to working and I found at least one product that will be a strong asset in our portfolio."

**Tom Ashton, AshtonITC said:**

"Absolutely! I will gain enough new business and save enough expenses through ideas learned from sharing with my peers and opportunities presented to pay for the time and expense many times over. Also I genuinely enjoyed meeting everyone and feel that I have gained some new friendships that go beyond the business aspects."

**Darien Kruss, Internet Presence Consulting Inc. said:**

"Absolutely. I was able to put some faces to the names I've been communicating with, and learn how others are sustaining (or growing) their businesses in these interesting times. Most importantly, all of this meeting and learning didn't cause me to completely lose touch with my office or clients since we had internet access, and the atmosphere permitted the occasional IM or email exchange without interfering with the ebb and flow of discussion."

**Jim Smith, Blarneystone LLC. said:**

"I seldom get the opportunity to interact with industry peers in a learning and sharing environment. This was a great chance to do so. Thanks! It was a great event!"

**Suzanne Newman, Dott Communications LLC said:**

I feel that I walked away with valuable resources that will improve my business."

The focus of the conference is to provide a non-technical setting, where you will be able to learn "what works best" from other resellers during our planned open discussion sessions. There will be plenty of time where you can promote your own special skill set and/or services with individuals that have an interest in your offerings.

There will not be boring, one-sided lectures. Instead the room will be setup so that a square is formed encouraging everyone to actively participate in the discussions. You will not be sitting through meetings where you listen to 15 people give you a sales pitch for their business. Instead, we will have interactive sessions designed to help you grow your business by learning from other successful resellers about what does and does not work for them.

Each reseller attending the conference will submit an electronic bio about their company. This will focus on what their company offers. A copy of everyone's bio will be distributed electronically to all attendees prior to the conference so you can arrange informal meetings throughout the conference. This will be your opportunity to network in a way that will help you learn from others, and to grow your business.

We understand that time away from the office does not mean you are on vacation. We have purposely left un-scheduled time throughout the day to allow time for handling clients and networking in smaller groups. Free high speed wireless internet access will be available both in the conference room and throughout the hotel lobby. Internet is also available free of charge in the rooms.

The conference will be held in sunny Scottsdale, Arizona at the Hilton Garden Inn Scottsdale on Sunday, May 6<sup>th</sup>, 2007, Monday, May 7<sup>th</sup>, and Tuesday, May 8<sup>th</sup>, 2007. There is a \$250 non-refundable registration fee. Lunch and dinner will be provided. Each attendee will be responsible for lodging, transportation, and breakfast expenses.

Special discounts have been negotiated with Hilton Garden Inn Scottsdale, United Airlines and Hertz Rent A Car.

Hilton Garden Inn Scottsdale	\$169 Per Night
Hertz Rent A Car	TBD
United Airlines	2-4% Discount off United.com Rate

The idea for these conferences evolved when Scott and Mark met at HostingCon in Vegas. They spent a great deal of time over the 2 day conference talking about business offerings and what worked best for their companies. They found great value in talking about their challenges and achievements, sharing customer stories, and asking questions of one another. The goal of the Reseller Conference is for an elite group of viaVerio resellers to network, share ideas, and create win/win business relationships!

If you are interested in attending, please complete the Reseller Conference Registration Form and return it via fax to (847) 795-0911. **Space is limited and registrations are confirmed on a first come basis.** Once your Reseller Conference Registration Form is received, you will receive a confirmation within 48 hours confirming your registration. The confirmation e-mail will include details on how to take advantage of the air, hotel, and rental car pricing. If you do NOT receive a response within 48 hours please e-mail [contactme@resellerconference.com](mailto:contactme@resellerconference.com) to follow up.

Please do not hesitate to contact us with any questions. Looking forward to seeing you in Arizona!

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# See You In AZ!