



Press Release

PCB Salesman Strikes at PCB West

Largo, FL – September 10, 2009: Bare Board Group’s Sales Guy, Greg Papandrew, will host a free seminar—entitled “The PCB Salesman Strikes Back”—Wednesday, September 16, at PCB West 2009 (www.pcbwest.com) in Santa Clara, CA at 10 AM. This one-hour sales seminar is the continuation of Greg’s much-applauded “Death of a PCB Salesman” series. The seminar offers a methodology for building solid sales techniques, including better cold-calling, networking, effective voicemails, overcoming objections and asking the questions that will close the sale. Attendees can expect to find out how to get results and increase business to make a lasting impact on their careers. This seminar is a must for those who want to remain competitive in an increasingly challenging marketplace.

GREG PAPANDREW is president of Bare Board Group Inc. (BBG), a sales firm specializing in procuring bare PCBs for customers worldwide. BBG’s phenomenal growth rate earned it a coveted spot on the Inc 5,000 List, which is an extension of the widely known Inc. 500 List and recognizes the top 5,000 private companies in the United States. Papandrew has been a “PCB sales guy” for over 15 years.

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