



Manufacturers' Association of South  
Central PA  
160 Roosevelt Ave., Suite 400  
York, PA 17401

## Pennergy Source General Member Meeting

Wednesday, January 26, 2011

At 9:00 am

**MASCPA Office**

**160 Roosevelt Avenue**

**York, PA 17401**

**9:00-9:20: General Business Meeting**

**9:20 – 11:00: "Create and Understand Your Company's Sales Funnel"**

**Develop your Organization's Recipe for Sales in 2011!**

**Presenters: Scott Turnbaugh & David Buttolph**

**Eagles View Consulting**

**415 Koser Road**

**Lititz, PA 17543**

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**Scott Turnbaugh – President, Founder:** Scott offers 20+ years of experience in sales, marketing and Chief Sales Officer roles. Scott is a specialist in sales team management, structure, compensation, CRM training and pipeline improvement systems. Scott holds a BBA in Marketing from James Madison University and an MBA in Finance from Cornell.

**David Buttolph – Vice President of Sales:** David offers 20+ years of senior sales and marketing management experience in diverse business environments—from small companies to worldwide conglomerates across a wide variety of industries. He has worked with firms in equipment manufacturing and distribution; food manufacturing; direct marketing; web development and software; agriculture; and the financial services spaces. David holds a BA in Environmental Studies and Economics from Johnson State College in Vermont.

**Register by sending an e-mail to [d-dehoff@mascpa.org](mailto:d-dehoff@mascpa.org),**

**Cost to Pennergy Source Contributors: \$25.00, \$45.00 all others**

[www.pennergysource.org](http://www.pennergysource.org)