



SPECIALTY CONTRACTORS COUNCIL

Been There BUILT THAT



Join us for an engaging panel discussion featuring experienced professionals from the trades who have successfully built their own businesses. This candid conversation will focus on the lessons they wish they had known when first starting out—from pricing and cash flow to hiring, licensing, and work-life balance. Panelists will also share the common pitfalls and costly mistakes they encountered along the way, and how they learned to avoid them. Whether you're just starting your business or looking to grow smarter and stronger, this discussion offers practical insights, real-world advice, and honest perspectives you won't find in a textbook.

SEPTEMBER 29TH
11:30 AM - 1:30 PM
BIA SAN DIEGO OFFICE
9201 Spectrum Center Blvd., Suite 110
San Diego, CA, 92123

SPEAKERS

JOHN GENTILON

The Land Stewards

DAVE HAFFTER

Fusion Sign & Design

LINDA RAYMOND

Six Star Framing Concepts

NICHOLE WEINMAN

JAAM Electric & Low Voltage

BRUCE WICK

Housing Contractors of California

TICKETS

BIA MEMBERS:

\$60

**NON-BIA
MEMBERS:**

\$80

**Partnership Program (P2) &
Builder Comp tickets can be
applied**