

May 11, 2018

NJAWI MEETING NOTICE

President: George Reitz
Vice President: Antony Jakubowski
Treasurer: John Gehman
Secretary: Daniel Smith



Looking Under the Hood

How we do the Business, Number behind it and other useful tips



Paul Downs started making custom furniture in 1986, after graduating from the University of Pennsylvania with a degree in engineering. Mr. Downs has only one line on his résumé, but he has a wide variety of skills gained in 30 years of running his business. His clients range from individuals and small businesses to Fortune 500 companies, all branches of the military, and domestic and foreign governments. His company employs 20 superb craftsmen, producing all of their work in a 35,000 square foot shop in Bridgeport, Pennsylvania.

Mr. Downs is also an accomplished author. He started his writing career in The New York Times' ["You're The Boss"](#) blog, and is the author of ["Boss Life: Surviving My Own Small Business"](#), published in 2015 by Blue Rider Press. He currently blogs on [Forbes.com](#)

Mr. Downs is an experienced public speaker. He has given educational presentations at the AWFS show in Las Vegas, at the Cabinets & Closets convention, and gave the keynote address at the Cabinetmakers Association convention in 2018. He has also entertained audiences in numerous talks about his life, his books, and his work.

Paul will talk about his business practices, numbers behind the business and other useful tips that helps him to make his business a success. He paints an honest portrait of a real business, with a real boss, a real set of employees, and the real challenges they face. Paul also looks outward, to his dealings with vendors and to providing each client with exemplary customer service from first sales pitch to final delivery. With honesty and conviction, he tells the true story behind building and sustaining a successful company in an ever-evolving economy, often airing his own failures and shortcomings to reveal the difficulties that arise from being a boss and a businessperson

RSVP Coupon: Please respond by May 7th, 2018

Location: c/o Paul Downs Cabinetmakers, 401 E. 4th Street, Bldg. 8, Bridgeport, PA 19405 (610) 239-0142

On: Friday, May 11th, 2018 1:00 pm - 4:00pm. **Fee \$35.00**

To register, visit <http://njawi.org/?page=newsevents&id=27#info>

NJAWI Payment Form

Please fill out all fields below, Print and fax to: (610) 965-0043

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