

Recap: Northwest Regional Summit

TEGG, Linc Service Contractors Gather for Northwest Regional Summit



TEGG and Linc Service contractors, and representatives of ABM came together to discuss key strategies for development in the northwestern portion of the United States during ABM Franchising Group's Northwest Regional Summit in Seattle, Wash., on May 17.

It featured representatives from TEGG franchise Seahurst Electric, Inc., ABM Franchising Group, Linc Service franchise Temp-Control Mechanical Service Corp., A Trotter & Morton Group of Companies and the Business & Industry group within ABM. During the summit, the groups discussing ways to come together to better serve their clients, and developed tactics and strategies to help each expand their reach within their respective markets.

The summit, which was led by TEGG Area Vice President Jeff Buennemeyer and Linc Service Area Vice President William Krol, was meant to bring the teams together as a cohesive unit.

"The purpose is to dig deep in specific geographic markets to develop grassroots strategies and tactics, with the overall one-team umbrella approach to embracing the overall regional market," Buennemeyer said. "By working as one team and leveraging key successes, our goal is to support all businesses in their expansion and market penetration."

Krol praised the summit and said that it brought all of the participants together. At the end, many were eager to meet again and continue working together, he added.

"There was an energy abuzz, culminating with the overall question of, 'When will we meet again?'" Krol said. "That question alone summarizes how every attendee felt. It was a day well worth setting aside to discover all of our similarities and an excellent exchange for future prospecting activity."

ABM Franchising Group is planning a variety of regional summits in 2017, including the Queretaro, Mexico, Regional Summit on May 23, the Eighth Annual New England Regional Summit on June 7-8, the West Palm Beach, Florida, Regional Summit on June 22, and the Western NY, PA and OH Regional Summit on September 13-14.

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