



Building Supply Industry Association



Sales Mastery Registration Form

Sales Mastery

Date: Wednesday, February 25, 2026

Time: 11 am – 3 pm

Location: BSIA Office, 19299 94 Ave, Surrey, BC V4N 4E6

Course Outline:

- The 6-Step Buying Process. (aka Why Don't You Sell The Way That I Buy?) - 90 minutes
- Lunch break
- Why 80% of Businesspeople Miss Out on 80% of Their Opportunities. - 45 minutes
- Conversation Arts. - 45 minutes
- 15-30 minutes Q&A Session & Wrap-Up.

About the presenter: Patrick von Pander, BBA, MCC has Consulted & Coached 1,100+ Business Owners, Partners, & Leaders as well as 80+ Sales & Leadership Teams to accelerate the growth & profitability of their businesses over this past 2 decades. His experience & uniquely-engaging style helps his students & clients integrate strategies & solutions for the results businesspeople now want most.

All costs include all materials and lunch.

MEMBER \$199+GST

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NON-MEMBER \$399+GST

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Registrant(s) Name

Company Name

Email

No. 1 _____

No. 2 _____

No. 3 _____

No. 4 _____

Cancellation Policy: Written notice must be received by the BSIA 2 weeks prior to receive any refund.

PAYMENT INFORMATION:

CREDIT CARD

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PLEASE BILL ME

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(BSIA Members Only)

Card #: _____

Exp Date: _____ **CVV:** _____

Name On Card: _____

Signature: _____

PLEASE RETURN
REGISTRATION TO:

Email: info@bsiabc.ca or:
Call: **604.513.2205**