



NAHB
NATIONAL ASSOCIATION
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BUSINESS MANAGEMENT DEPARTMENT

Executive Officers

From: Natalie Holmes
Date: January 23, 2007
Re: Building Business Briefs

Web

Attached are two brief business management articles on:

- **Using Variance Purchase Orders to Close the Loop, Add Value to Your Building Business**
- **Tips for Ramping Up Sales, Marketing**

You can download Building Business Briefs in MS Word from www.nahb.org. Go online to the "Business Articles" section of Ready-to-Use Articles & Ads on your HBA Resources section of www.nahb.org. Please note that you need to log in as a member.

*If you would like to comment on these articles, suggest a topic to be covered, or otherwise **contribute** to NAHB's Business Management Tools, **please call Natalie Holmes** at (800) 368-5242 x8461 or e-mail, nholmes@nahb.com. **Please add me to your HBA newsletter or magazine mailing list:***

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Thank you!

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