



Contact: Jill Hofmans  
(614) 253-4820

[JHofmans@FamilyBusinessCenter.com](mailto:JHofmans@FamilyBusinessCenter.com)

## **Conway Center Presents Panel Discussion on Building a Sales Structure for Family-Owned Businesses**

*Columbus, Ohio*, February 13, 2019 – [The Conway Center for Family Business](#) is hosting a panel discussion on sales structure with family business leaders from diverse industries.

The program takes place 7:30-9 a.m. on February 21 in the Community Room at Ohio Dominican University, 1215 Sunbury Road, Columbus, OH 43219.

Facilitated by Ken Lazar from [Ability Professional Network](#), a sales recruiting firm, the panelists will discuss how they built their internal sales processes and how it impacts their family-owned businesses. They will give insight into their structure and offer best practices for effectively creating and maintaining an effective sales team.

The panelists are Stephanie Clarey, President of TWO MEN AND A TRUCK Columbus, Doug Gleichauf, Regional Director of Sales and Operations for [The Gordon Flesch Company](#), and Patrick McCurdy III from [Kimball Midwest](#).

This program is sponsored by [KeyBank](#).

RSVP to Amy Dotts at [ADotts@FamilyBusinessCenter.com](mailto:ADotts@FamilyBusinessCenter.com) or 614-253-4820. The program is free for Conway Center members and \$35 for non-members. Family business leaders attending for the first time may attend as a Conway Center guest.

This session is the second in the nine-program Educational Series hosted by the Conway Center for Family Business. For more information about this series or the Conway Center, please visit [www.FamilyBusinessCenter.com](http://www.FamilyBusinessCenter.com) or call 614-253-4820.

# # #

### **ABOUT THE CONWAY CENTER**

The Conway Center for Family Business is Central Ohio's resource for educational programs, resources and networking opportunities to support the growth and success of family-owned businesses. The Center celebrates the successes of family-owned businesses at its annual awards program and offers peer group opportunities for next-generation leaders, family business leaders, women family business owners, and more. The organization includes approximately 200 family-owned business members from Central Ohio that employ more than 25,000 individuals and is assisted by more than 30 service provider members. The Conway Center celebrated its 20th Anniversary in 2018.