



09.28.20
12pm - 1pm

COST:

**Free to Members,
\$35 for Non-Members**

RSVP:

www.smpshawaii.org

VIRTUAL LUNCH MEETING

**A ZOOM invite & password
will be emailed to
registered participants one
(1) day prior to the event**

STAY TUNED....

More Speakers Being Added

THE SELLER-DOER MODEL

SUCCESS STORIES BY SELLER-DOERS



More than ever, employees and principals need to wear multiple hats to ensure business success. Team members, especially in a small business, must meet the daily demands of sales, production and back-office needs. Wearing multiple hats only succeeds whenever the staff is proactively dealing with tasks and challenges. It should not be the default assignment on “whoever has time” — especially when it is a reaction to solving a recurring problem. Hear from our industry experts who have championed the “seller/doer model”, and found balance in this unique role.



Lance Wilhelm

President & Founder, The Wilhelm Group, LLC

Lance Wilhelm is the President and founder of The Wilhelm Group LLC, an independent consulting firm focused on the real estate, development and construction industries. Founded in 2017 to meet the needs of a growing and diverse building industry, the Wilhelm Group provides oversight, management and expertise on every phase and aspect of development and construction. Lance serves on various industry and trade organizations and is active in the construction and real estate development industries, having served as President of the General Contractors Association of Hawaii, West Oahu Economic Development Association, and the Hawaii Developers’ Council.



Janice Marsters, PhD, PE, FACEC, LEED AP

Managing Senior Principal – Hawai’i/Pacific

Janice has almost 30 years of experience providing environmental and geotechnical consulting services in Hawaii, throughout the Pacific, and on the US west coast. Janice joined Hart Crowser, a Seattle-headquartered geotechnical/environmental firm, 5 years ago and opened their Hawai’i office. She likes to mentor young scientists and engineers to help them develop their dream careers. Janice has been a seller-doer almost her entire career, and enjoys working with clients to understand and solve their complex technical challenges.