



**Please Join Us for the Upcoming IAQA Hampton Roads Workshop on
November 16, 2007**

Time: 8:00 a.m. – 12:30 p.m.

Location: Angelo's by the Sea. (Best Western)
2809 Atlantic Ave., Virginia Beach

IAQA HRC Chapter Updates

Speaker: Chuck Molyneaux, Chapter Director

The Power and Dynamics of Influence

Speaker: Stanley Yeskolski, Investigative Inspection Services, Inc.

We all need to influence people in our personal and professional lives with honesty and integrity. This presentation will teach attendees some psychological principals underlying how to influence others. It will also give an understanding of the following subjects: building rapport using visual, auditory, and kinesthetic modalities, the theory of the six human needs of people, changing your personal state, the principles of reciprocity, of contrast, momentum of commitment, consistency with a person's identity, social proof, and scarcity.

How to Write Reports and Protocols

Speaker: Dr. Alan J. Neumann, Ph.D., ATC Associates, Inc.

Program:

Registration	Hot Breakfast and Coffee / Networking	8:00-8:30
IAQA Chapter	Chuck Molyneaux	8:30-9:00
The Power & Dynamics of Influence	Stanley Yeskolski	9:00-10:00
Networking	Break	10:00-10:15
The Power & Dynamics of Influence -continued	Stanley Yeskolski	10:15-11:00
How to Write Reports and Protocols	Alan J. Neumann, Ph.D.	11:00-12:00
Closing / Q&A / Door Prize	Chuck Molyneaux	12:00-12:30

Advanced Registration (Received on or before November 09, 2007)

Member Cost: \$35.00 (includes Breakfast)

Non-Member Cost: \$45.00 (includes Breakfast)

At the door / late registration (member or non-member, includes breakfast) **Cost: \$55.00**

Certificates for attendees registering on the day of the workshop will be mailed.
Pre-registered attendees will receive their certificates the day of the workshop.



IAQA Hampton Roads Chapter

Registration Form

(Please print clearly in order that we may have your name spelled correctly for your name badge and attendance certificate)

		Yes	No
Name _____	IAQA Member	<input type="checkbox"/>	<input type="checkbox"/>
Name _____	IAQA Member	<input type="checkbox"/>	<input type="checkbox"/>
Name _____	IAQA Member	<input type="checkbox"/>	<input type="checkbox"/>
Name _____	IAQA Member	<input type="checkbox"/>	<input type="checkbox"/>
Company _____			
Address _____			
City _____	State _____	Zip Code _____	

Please send in checks attached to registration form

Make checks payable to: **IAQA Hampton Roads Chapter** and mail to:
 Pure Air, Inc., Attention: Angela Molyneaux, 847 Seahawk Circle, Suite 104, Virginia Beach, VA 23452.
 Phone: (757) 563-0772

Register by email: pureairinc@cox.net (fill out form and email back, print then attach check, and mail)
Register by fax: 757-563-0773 (fill out form and fax, then attach check, and mail)

For full refund, **cancellations** must be made **by Tuesday, November 13, 2007** (*There will be no refunds after this date and cancellations must be expressed by fax or email*). Please include your payment (checks only) for each registrant.

Continuing Education Credits: 4 AmlAQ Certification Renewal Credits (CRCs), which cover IESO and AmlAQC requirements.