

# Members enjoy a day of Inspiration, a Factory Tour and Networking sponsored by Hub/HPG Brands!

Venturing into the heart of HPG, guests embarked on an unforgettable journey through the HUB factory. This factory tour offered a rare glimpse into the intricate processes behind producing branded, high-quality writing instruments. From state-of-the-art decoration machinery to meticulous quality control tools, attendees witnessed firsthand the precision and dedication that define HUB's craftsmanship.

As guests immersed themselves in the bustling production floor, they were captivated by the symphony of machinery printing countless pens. The tour provided a unique opportunity to observe every stage of the order process, from blank materials to finished products, showcasing the meticulous attention to detail that sets HUB apart.

After indulging in the vast array of pens showcased in the sample area, the tour took an enlightening turn towards education. Led by the esteemed sales trainer Jenna Quaranta, attendees were treated to a captivating session on prospecting strategies. Jenna's expertise illuminated effective techniques for engaging and re-engaging with clients, catering to both distributors and suppliers alike. For those hungry for further knowledge and skill enhancement, additional information about Jenna Quaranta's 6-week Tactical Sales Academy can be found here - [hpgbrands.com/fieldtraining](http://hpgbrands.com/fieldtraining).

What began as a presentation swiftly evolved into a dynamic exchange of ideas, as participants eagerly shared their insights and best practices on targeting clients. The open discussion fostered a collaborative environment, empowering attendees with actionable strategies to elevate their sales endeavors.

Following the enriching factory tour, guests were invited to unwind and network at Jake n JOES Sports Bar. Against the backdrop of camaraderie and conviviality, distributors mingled amongst themselves and connected with various members of the HPG team. The networking event provided a platform for forging valuable connections and fostering lasting relationships within the industry.

A heartfelt appreciation goes out to the dedicated HUB office staff for their warm hospitality, ensuring that every guest felt welcomed and valued throughout the entirety of the experience.

*Committee Chair*

*Tim Fox, CAS*

*Spector & Co.*