

International Association of Sheet Metal, Air, Rail and Transportation Workers

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Joseph Sellers, Jr.
General President

By Email

October 19, 2020

To SMART Business Managers

Re: iTi Business Development Program

Brothers and Sisters,

We all strive for consistent organizational growth and to provide opportunity to SMART members. To this end, I hope your members will take advantage of an exciting program offered through the iTi called iTi Business Development.

This program exposes members who are interested in becoming a signatory contractor to the realities facing them as they consider this path and helps them plan for success. It is a multistep process, where the member can first assess if this is a path they truly want to pursue. Next, they learn the basics of starting and operating a business, and then they develop their own business plan. The iTi staff support these members throughout the entire program.

The iTi Business Development program is designed to be confidential for participants. Attached you will find a sample course description that outlines each step and the approximate time and personal commitment involved with each step. The program provides yet another way for our members to explore potential career opportunities and helps those with aspirations to start their own business and find the sense of self-fulfillment that our trade is known for.

Fraternally,

A handwritten signature in dark ink, appearing to read "Joseph Sellers, Jr.", is written over a horizontal line.

Joseph Sellers, Jr.
General President

JS/tsl

cc: Joe Powell
Mike Coleman
Donna Silverman
John Christiansen
Dave Goodspeed