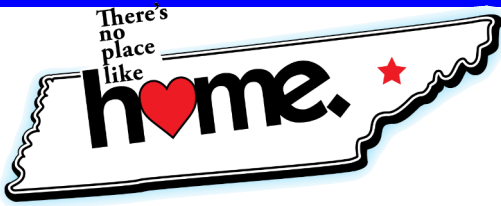


THA ANNUAL MEETING

June 2 - 4, 2019



KEEPING AMERICA'S DREAM AFFORDABLE



2525 DreamMore Way
Pigeon Forge, TN 37863
Resort Front Desk: 865-365-1900

SPEAKER

Monday, January 3, 2019

Annual Member's Meeting & Educational Session

RETAIL SELLING - A FOCUS ON CUSTOMERS

Donie Wood - Chief Customer Officer



Donie Wood is the Chief Customer Officer (CCO) for Clayton where he has worked for the last 24 years. His experience in the home building industry started in 1994 when he joined Clayton Home Building Group. Since then, Donie has worked at 7 different Home Building Facilities across the country serving in multiple roles including sales, marketing and general manager. Donie was promoted to Chief Customer Officer in 2016 and is leading Clayton's journey to create a customer focused culture.

Founded in 1956, Clayton is committed to opening doors to a better life and building happiness through homeownership. As a diverse builder committed to quality and durability, Clayton offers traditional site-built homes, modular homes, manufactured housing, tiny homes, college dormitories, military barracks and apartments. In 2018, Clayton built more than 50,000 homes. Clayton is a Berk-shire Hathaway company.

