

# SATURDAY



**7:00-9:00** HONEYWELL CONTROLS LIAISON MEETING

**9:45-11:45** JOHNSON CONTROLS LIAISON MEETING

**2:00-5:30** WOMEN IN HVACR MEET & GREET

**4:30-5:15** CONFERENCE ORIENTATION

**5:30-6:30** DISTRIBUTOR TOWN HALL

**7:00-9:00** OPENING RECEPTION

**9:15-10:15** EMERGING LEADERS RECEPTION  
CANADIAN INTERESTS RECEPTION

# SUNDAY

**7:30-9:15** **BREAKFAST & OPENING KEYNOTE: MATTHEW GRIFFIN "THE POWER OF PERSISTENCE, CREATIVITY, AND RESPECT"**

**7:30-4:30** SOLUTIONS CENTER

**9:30-10:45**

- HOW TRENDS IN MARKETS, BENEFITS, AND GOVERNMENT WILL AFFECT YOUR BUSINESS IN THE FUTURE
- ARTIFICIAL INTELLIGENCE, AMAZON BUSINESS & THE FUTURE OF DISTRIBUTION
- ATTRACTING & RETAINING THE BEST: A PANEL OF YOUNG INDUSTRY STARS
- ROUNDTABLE SESSION: HUMAN RESOURCES
- CONTROLS COUNCIL

**11:00-12:15**

- HOW TRENDS IN MARKETS, BENEFITS, AND GOVERNMENT WILL AFFECT YOUR BUSINESS IN THE FUTURE (REPEAT)
- ARTIFICIAL INTELLIGENCE, AMAZON BUSINESS & THE FUTURE OF DISTRIBUTION
- ATTRACTING & RETAINING THE BEST: A PANEL OF YOUNG INDUSTRY STARS
- ROUNDTABLE SESSION: HUMAN RESOURCES (REPEAT)
- SHEET METAL FORUM

**12:15 -2:00** **LUNCHEON & FEATURED SPEAKER: FRANCES STROH "NOT IN A VAN DOWN BY THE RIVER: PREPARING THE NEXT GENERATION OF FAMILY BUSINESS OWNERS FOR SUCCESS"**

**2:00-5:00** EMERGING LEADERS PROGRAM

**2:15-3:30**

- CONTRACTOR LEGACY PANEL
- HVAC RESIDENTIAL COUNCIL PRESENTS: PROFIT DRIVERS AND THE EVOLVING WORLD OF WHOLESALE DISTRIBUTION: ARE YOU READY?
- HVAC HYDRONIC COUNCIL PRESENTS: HYDRONICS VS VRF
- CONTENTED COWS GIVE BETTER MILK: YOUR PEOPLE...YOUR PROFIT
- ROUNDTABLE SESSION: ANALYTICS & BENCHMARKING
- SUPPLIER COUNCIL

**3:45-5:00**

- LEAN STARTUP & INDUSTRY FOUNDERS
- REFRIGERATION COUNCIL PRESENTS: NEWS YOU NEED TO KNOW
- THE RISE OF ARTIFICIAL INTELLIGENCE & VIRTUAL REALITY: WHAT THEY MEAN FOR HVAC WHOLESALERS
- ROUNDTABLE SESSION: MARKETING
- MANUFACTURER REP COUNCIL

# 3 MONDAY



**8:00-9:45** BREAKFAST & FEATURED SESSION:  
PREMIER OF THE DOCUMENTARY

**8:00-11:00** SOLUTIONS CENTER

**10:00-11:15**

- ROCKSTAR YOUR BUSINESS: A CONTRACTOR'S SUCCESS STORY
- HVAC COMMERCIAL COUNCIL PRESETS: GROWING COMMERCIAL BUSINESS THROUGH TRAINING
- HVAC EMERGING TECHNOLOGIES COUNCIL PRESENTS: THE TECHNOLOGY EXPLOSION - WINNERS AND LOSERS
- INSIDER THEFT: WHAT EVERY CEO SHOULD KNOW ABOUT PROTECTING YOUR BUSINESS
- ROUNDTABLE SESSION: LEADERSHIP
- FORMER PRESIDENT'S MEETING (CLOSED SESSION)
- GOVERNMENT AFFAIRS COUNCIL

**11:15-1:00** LUNCHEON & FEATURED SPEAKER: ALAN BEAULIEU "THE ECONOMIC FORECAST"

**1:15-4:45** BOOTH PROGRAM

# 4 TUESDAY

**8:00-10:00** BREAKFAST & FEATURED SPEAKER: GERRY O'BRIEN "WHY WOULD I BUY FROM YOU?  
LEVERAGING CHANGE TO BECOME THE #1 CHOICE"

**10:15-11:30**

- DISTRIBUTOR LEGACY PANEL
- CONTROLS COUNCIL & SUPPLIER COUNCIL PRESENT: BLUEPRINT FOR EVOLUTION / HVAC EMERGING TECHNOLOGIES COUNCIL PRESENTS: THE TECHNOLOGY EXPLOSION - WINNERS AND LOSERS
- SUCCESSION PLANNING
- CHARITABLE WORKS COUNCIL

**11:30-1:15** LUNCHEON & CLOSING KEYNOTE:  
PLATON "THE ECONOMIC FORECAST"

**6:00-10:00** CLOSING RECEPTION & FESTIVITIES