

## SUNDAY, JUNE 9th

Time	Session	Title	Speaker
8:00 am - 12:00 pm	Session	NFI - Core Review	Must Register in Advance
1:00 pm - 5:00 pm	Session	NFI - Gas Review	Must Register in Advance

## MONDAY, JUNE 10th

Time	Session	Title	Speaker
7:45 am - 8:45 pm	Breakfast		
8:00 am - 8:45 am	Keynote	Welcome and SCHPBA UPDATES	LJ & Jill McClure
8:00 am - 12:00 pm	Session	NFI - Wood Review	Must Register in Advance
8:45 am	Break		
9:00 am - 12:00 pm	Session	Tech Gas Training - Class 1	Scott Abele
9:00 am - 10:00 am	Session	Clearing the Smoke - Technical Information Every Sales Person Needs to Know	Rick Vlahos
	BREAK		
10:15 am - 11:15 am	Session	Why Should I Buy From You	Tim Rethlake
11:15 am - 12:00 pm	Session	Process Round Table	Allen Huskin
12:00 pm - 1:30 pm	Session	LUNCH/ Selling the Outdoor World (Fireplaces and outdoor kitchens)	Joan Nutting
1:30 pm - 2:30 pm	Session	Business 101	Chad Murray
1:30 pm - 5:30 pm	Session	Tech Gas Training - Class 2	Scott Abele
2:30 pm	Break		
2:45 pm - 4:15 pm	Session	Safety & Specialized Tools that you may not know about for Installs & Service	David Steward
4:15 pm - 5:15 pm	Session	Service: Pricing for a Profit	Allen Huskin
5:15 pm - 5:45 pm	Break	Cocktail hour	
5:45 pm - 7:00 pm	Dinner Keynote	Kahoot	Rick Vlahos

## TUESDAY, JUNE 11th

Time	Session	Title	Speaker
8:00 am - 8:45 am	Breakfast	Continental outdoor breakfast	Explore outdoor booths
9:00 am - 10:30 am	Session	Tech Training with Scott Abele	Scott Abele
9:00 am - 10:30 am	Session	Installing Metal Roof Flashings for Class A Installations	David Steward
10:30 am - 12:00 pm	Session	Pursuing Peak Performance - 8 F-Bombs That Make Up Our Life	Tim Rethlake