



2017 SCHEDULE OF EVENTS

THURSDAY, MARCH 2		SPEAKERS	ROOM
7:00 AM - 9:15 AM			
THS	Partnership, Education, Recruitment and Retention: Keys to Success — for contractors only (7:00 breakfast, 7:45-9:15 am session)	Bill McHugh, Kinsey Robinson, Keith Vitkovich	Mariners AB
7:45 AM - 9:15 AM			
TH01*	Effective Leadership for Owners, Managers & Project Supervisors!	George Hedley	South Pacific F
TH02^+*	Roof Coatings Technology Update	Chris Salazar	Islander A
TH03^*	Employment Law Questions and Answers	Wendy Christie	South Pacific A
TH04*	Sales Dynamics for Residential Contractors	John DeRosa	South Pacific C
TH05^+*	Understanding Metal Roofing: Part I	Rob Haddock	Islander G
TH06+*	From Today to Tomorrow: Keeping Pace with the Changing World of Drones and 3D Technology	Bill Wilkins, Geoff Mitchell	Islander B
TH07^+*	Development of an Effective Safety Program	Peter Shackford, Adam Ziff	Islander F
TH08^+*	Connecting the Dots: From Building Codes to Test Standards to UL Certifications	Dwayne Sloan	South Pacific B
TH09^	Building a More Profitable & Stable Roofing Company	Monroe Porter	Tradewinds DEF
7:45 AM - 11:15 AM			
SC	The Roofing Industry Alliance for Progress Construction Management Student Competition		Islander I
9:30 AM - 11:00 AM			
TH10^+*	NRCA Technical Operations Committee: Technical Programs and Issues	Mark Graham, Matt Dupuis	Islander A
TH11*	Lose a Key Employee; What's Next?	Steve Little, Jayne Williams	Islander F
TH12^+	More Intriguing News From WSRCA's Roofing Underlayment Testing & Research	Jim Carlson, Don Fry, Pete Schmautz, Stephen Elliot	South Pacific A
TH13^+*	Understanding Metal Roofing: Part II	Rob Haddock	Islander G
TH14^*	Winning Estimating & Bidding Strategies to Overcome the Low Bid Process!	George Hedley	South Pacific F
TH15^+*	Legal Issues Pertaining to the Use of Roofing Subcontractors	Trent Cotney, Anthony Tilton	South Pacific C
TH16	Property Insurance Claims & Disputes: How To Navigate The Insurance Claim Process as a Restoration Contractor	Lindsey Douglass	South Pacific B
TH17*	Blowing the Roof Off of Your Competition: Digital Marketing Tips to Grow Your Business	Lance Bachmann	Islander B
TH18^	How to Find, Train, Motivate and Retain Employees	Monroe Porter	Tradewinds DEF
11:00 AM - 5:00 PM EXHIBIT HALL OPEN			BAYSIDE HALL D-E
11:20 AM - 12:20 PM			
RI5	Finding and Hiring Top Talent for your Company	Jeff Stokes	Booth #1159



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11:45 AM- 12:30 PM			
G5	Impacting In-Home Selling with Technology	Jamie Cito	Booth #925
12:00 PM - 12:45 PM			
EP5	KEMPER: Reinforced Cold Liquid-Applied, Waterproofing Membrane: Hands-On Demonstration	Braeden Kleven	Booth #1473
12:30 PM - 1:30 PM			
RI6	Numbers Contractors Must Know & Track to Make a Profit!	George Hedley	Booth #1159
12:45 PM - 1:30 PM			
G6	Home Design from a Worldwide Perspective	Nancy Fire	Booth #925
1:00 PM - 1:45 PM			
EP6	HOUZZ: How to Differentiate Your Brand in the Digital Age		Booth #1473
1:30 PM- 2:30 PM			
HWMI	Understanding the Residential Roofing Market: Using Data to Understand Your Market Potential	Mark Boud	South Pacific C
1:45 PM - 2:45 PM			
RI7	Extending and Maintaining the Roof Life	Jonas Houchin	Booth #1159
2:00 PM - 2:45 PM			
G7	Redesign Your Business By Starting Over: Start With a Blank Sheet and Redesign For Positive Impact	Chad Carden	Booth #925
2:15 PM - 3:45 PM			
EP7	METAL ROOFING ALLIANCE: The Business Opportunity of Residential Metal Roofing	Frank Farmer	Booth #1473
3:00 PM - 4:00 PM			
RI8	Improved Productivity with Digital Solutions from JM	Jennifer Ford Smith	Booth #1159
3:15 PM - 4:00 PM			
G8	Thriving on Alphabet Soup: How to Benefit From the New Age of Green Rating Systems	Marty Grohman	Booth #925
5:00 PM - 7:00 PM			
NB	NRCA Industry Awards Ceremony and Cocktail Reception		South Pacific E
7:00 PM - 10:00 PM			
	NRCA/ROOFPAC Reception Bill Good Farewell		Delano Hotel Skyfall Lounge

+ approved for RCI, Inc. credits

^ approved for DBPR credits

* will be audiorecorded and available for purchase