



SATURDAY

2:00-5:30PM	WOMEN IN HVACR MEET & GREET / 502-03
4:30-5:15PM	CONFERENCE ORIENTATION / 201-02
5:30-6:30PM	DISTRIBUTOR TOWN HALL / BRAZOS
7:00-9:00PM	OPENING RECEPTION / GRIFFIN HALL
9:15-10:15PM	EMERGING LEADERS RECEPTION (PROGRAM PARTICIPANTS ONLY) / 203-04 CANADIAN INTERESTS RECEPTION / 307

SUNDAY

7:30-9:15AM	BREAKFAST & OPENING KEYNOTE: MATTHEW GRIFFIN "THE POWER OF PERSISTENCE, CREATIVITY, AND RESPECT" / LONE STAR A-E
7:30AM-4:30PM	SOLUTIONS CENTER / LONE STAR FOYER
9:30-10:45AM	<ul style="list-style-type: none"> — HOW TRENDS IN MARKETS, BENEFITS, AND GOVERNMENT WILL AFFECT YOUR BUSINESS IN THE FUTURE / LONE STAR H — ARTIFICIAL INTELLIGENCE, AMAZON BUSINESS & THE FUTURE OF DISTRIBUTION / LONE STAR F-G — ATTRACTING & RETAINING THE BEST: A PANEL OF YOUNG INDUSTRY STARS / GRIFFIN HALL — ROUNDTABLE SESSION: HUMAN RESOURCES / LONE STAR EAST FOYER — CONTROLS STEERING (DISTRIBUTORS ONLY) / 301-02
11:00AM-12:15PM	<ul style="list-style-type: none"> — HOW TRENDS IN MARKETS, BENEFITS, AND GOVERNMENT WILL AFFECT YOUR BUSINESS IN THE FUTURE (REPEAT) / LONE STAR H — ARTIFICIAL INTELLIGENCE, AMAZON BUSINESS & THE FUTURE OF DISTRIBUTION (REPEAT) / LONE STAR F-G — ATTRACTING & RETAINING THE BEST: A PANEL OF YOUNG INDUSTRY STARS (REPEAT) / GRIFFIN HALL — ROUNDTABLE SESSION: HUMAN RESOURCES (REPEAT) / LONE STAR EAST FOYER — SHEET METAL COUNCIL FORUM / 303-04
12:15-2:00PM	LUNCHEON & FEATURED SPEAKER: FRANCES STROH "NOT IN A VAN DOWN BY THE RIVER: PREPARING THE NEXT GENERATION OF FAMILY BUSINESS OWNERS FOR SUCCESS" / LONE STAR A-E
12:15-5:00PM	EMERGING LEADERS PROGRAM (RSVP REQUIRED) / MAX'S WINE DIVE
2:15-3:30PM	<ul style="list-style-type: none"> — CONTRACTOR LEGACY PANEL / GRIFFIN HALL — HVAC RESIDENTIAL COUNCIL PRESENTS: PROFIT DRIVERS AND THE EVOLVING WORLD OF WHOLESALE DISTRIBUTION: ARE YOU READY? / LONE STAR H — HVAC HYDRONIC COUNCIL PRESENTS: HYDRONICS VS VRF / 301-02 — CONTENTED COWS GIVE BETTER MILK: YOUR PEOPLE...YOUR PROFIT / LONE STAR F-G — ROUNDTABLE SESSION: ANALYTICS & BENCHMARKING / LONE STAR EAST FOYER — SUPPLIER COUNCIL FORUM / 402-03
3:45-5:00PM	<ul style="list-style-type: none"> — THINK LIKE A STARTUP / LONE STAR F-G — REFRIGERATION COUNCIL PRESENTS: NEWS YOU NEED TO KNOW / LONE STAR H — THE RISE OF ARTIFICIAL INTELLIGENCE & VIRTUAL REALITY: WHAT THEY MEAN FOR HVAC WHOLESALEERS / GRIFFIN HALL — ROUNDTABLE SESSION: MARKETING / LONE STAR EAST FOYER — MANUFACTURER REP COUNCIL PRESENTS: SUCCESSION PLANNING, OBTAINING THE MOST VALUE FOR YOUR BUSINESS / 402-03

3 MONDAY

7:45-10:00AM

BREAKFAST & FEATURED SESSION: HOT COMMODITY PREMIERE / LONE STAR A-E

7:30-11:00AM

SOLUTIONS CENTER / **LONE STAR FOYER**

10:15-11:30AM

- ROCKSTAR YOUR BUSINESS: A CONTRACTOR'S SUCCESS STORY / **LONE STAR F-G**
- HVAC COMMERCIAL COUNCIL PRESENTS: GROWING COMMERCIAL BUSINESS THROUGH TRAINING / **GRIFFIN HALL**
- HVAC EMERGING TECHNOLOGIES COUNCIL PRESENTS: THE TECHNOLOGY EXPLOSION - WINNERS AND LOSERS / **301-02**
- INSIDER THEFT: WHAT EVERY CEO SHOULD KNOW ABOUT PROTECTING YOUR BUSINESS / **LONE STAR H**
- FORMER PRESIDENTS' ADVISORY (CLOSED) / **303**
- GOVERNMENT AFFAIRS COUNCIL / **307**

11:30AM-1:15PM

LUNCHEON & FEATURED SPEAKER: ALAN BEAULIEU "THE ECONOMIC FORECAST" / LONE STAR A-E

1:30-5:00PM

BOOTH PROGRAM / **GRAND BALLROOM**

4 TUESDAY

8:00-10:00AM

BREAKFAST, GENERAL MEMBERSHIP MEETING & FEATURED SPEAKER: GERRY O'BRIEN "WHY WOULD I BUY FROM YOU? LEVERAGING CHANGE TO BECOME THE #1 CHOICE" / LONE STAR A-E

10:15-11:30AM

- DISTRIBUTOR LEGACY PANEL / **GRIFFIN HALL**
- CONTROLS COUNCIL & SUPPLIER COUNCIL PRESENT: BLUEPRINT FOR EVOLUTION / **LONE STAR H**
- SALES COUNCIL PRESENTS: SELLING VALUE OVER PRICE / **LONE STAR F-G**
- CHARITABLE WORKS COUNCIL / **309**

11:30AM-1:15PM

LUNCHEON & CLOSING KEYNOTE / LONE STAR A-E

6:00-9:00PM

CLOSING RECEPTION & FESTIVITIES (ADVANCE RESERVED SEATING REQUIRED) / **LONE STAR FOYER & LONE STAR A-E**

i ADDITIONAL INFO

REGISTRATION DESK HOURS

SATURDAY 2:00-9:00PM

SUNDAY 7:00AM-5:00PM

MONDAY 7:00AM-5:00PM

TUESDAY 8:00AM-5:00PM

CONFERENCE WIFI

NETWORK: AIR_INTELLIGENCE

PASSWORD: DAIKIN

CONFERENCE APP

APP NAME: CROWDCOMPASS ATTENDEEEHUB

EVENT NAME: LEGACY18