Remodeling Show and DeckExpo Schedule-at-a-Glance

Track Legend: Business Sales Production Marketing K&B/Design Deck

TIME	CODE	TITLE	SPEAKER	TRACK
SUNDAY, OCTOBER 7, 2012				
9:00am-5:00pm	CGR1	Business Management for Building Professionals	Vince Butler	**CGR**
	CGR2	Scheduling	Michael Strong	**CGR**
MONDAY, OCTOBER 8, 2012				
9:00am-5:00pm	CAPS1	Marketing & Communications for Aging & Accessibility (CAPS I)	Beverly Koehn	**CAPS**
	ACAPS	Universal Design/Build (2-Day Course)	Esther Greenhouse	**CAPS**
	CGR3	Estimating for Builders and Remodelers	John Barrow	**CGR**
8:00am-12:00pm	MDBC1	NADRA Master Deck Building Certification - Segment #1	Glenn Mathewson	**MDBC**
1:00pm-5:00pm	MDBC2	NADRA Master Deck Building Certification - Segment #2	Glenn Mathewson	**MDBC**
TUESDAY, OCTOBER 9, 2012				
9:00am-5:00pm	CAPS2	Design/Build Solutions for Aging and Accessibility (CAPS II)	Bill Owens	**CAPS**
	CGR4	Construction Contracts and Law	Chuck Breidenstein	**CGR**
9:00am-12:30pm	PREP	Professional Remodeler Experience Profile (PREP)		**CGR**
	BAR	Builder Assessment Review		**CGB**
7:30am-12:00pm	MDBC3	NADRA Master Deck Building Certification - Segment #3	Glenn Mathewson	**MDBC**
12:30pm-5:00pm	MDBC4	NADRA Master Deck Building Certification - Segment #4	Glenn Mathewson	**MDBC**
8:00am-5:00pm	T01	Business Skills Boot Camp: Alpha Company	Multiple	**Business Marketing**
	T02	Business Skills Boot Camp: Bravo Company	Multiple	**Business Marketing**
1:30pm-3:00pm	T03	Scheduling	Tim Faller	**Production**
	T04	Construct Your Marketing to Build More Business	Chris Behan	**Marketing**
3:30pm-5:00pm	T05	We All Use Trade Contractors, So Why Not Use Them Effectively	Carl Seville	**Production**
	T06	Thriving in Times of Tidal Waves - The Real Story About Sales	Beverly Koehn	**Sales**
WEDNESDAY, OCTOBER 10, 2012				
7:30am-9:00am	W01	Liar, Liar, Pants on Fire: Misleading Proposals and How to Avoid Them	Beverly Koehn	**Business**
	W02	25 Down and Dirty Ways to Increase Profits	Leslie Shiner	**Business**
	W03	Curb the Client	Dennis Schaefer	**Marketing**
	W04	Prepping for the Sale	Jerry Harris	**Sales**
	W05	Forget Green, Go for Good Remodeling	Carl Seville	**Design**
	W06	International Building Codes and Their Impact On You	Glenn Mathewson	**Deck**
9:30am-11:00am	W07	Using a Lead Sheet to Capture and Pre-Qualify Leads	Shawn McCadden	**Business**
	W08	The Power of Breakeven Analysis	Leslie Shiner	**Business**
	W09	Customer Experience: The Art of the Referral	Dennis Schaefer	**Marketing**
	W10	Moving Beyond ME by Embracing the Entire Team	Beverly Koehn	**Sales**
	W11	First Do No Harm: Efficiency, Health, Durability and Safety in Remodeling Projects	Carl Seville	**Design**
	W12	Corrosion and Decay Resistance of Decks	Glenn Mathewson	**Deck**
3:30pm-5:00pm	W13	Win-Win Negotiating	Joseph Pusateri	**Business**
	W14	The Paper Trail	Jerry Harris	**Business**
	W15	Demographic Focused Marketing	Joaquin Erazo	**Marketing**
	W16	Creating an Historically Sensitive Addition	Michael Klement	**Design**
	W17	Building a Team with Subcontractors	Tim Faller	**Production**
	W18	Marketing Strategies: Lesser Costs, Bigger Results	Dennis Schaefer	**Deck**

THURSDAY, OCTOBER 11, 2012				
7:30am-9:00am	H01	Coaching and Accountability: How to Get Your Employees Thinking - and Acting - Like Owners	Victoria Downing	Business
	H02	Getting Paid for Your Time - Estimating, Bidding and Pre-Construction	Stephen Gidus	Business
	H03	Where's Your Proof?	Kyle Hunt	Marketing
	H04	Space Planning and Movement in the Kitchen	Jamie Gibbs	Design
	H05	Window Selection for Existing Homes	Steve Easley	Design
	H06	The Last 10% - Punch List, Clean-Up and Avoiding Call Backs	Tim Faller	Deck
9:30am-11:00am	H07	Reducing Operating Costs and Doing More with Technology	Shawn McCadden	Business
	H08	Playing Nicely Together: Managing Boomers, X'ers and Y'ers In Your Business	Jon Goldman	Business
	H09	Do You Look the Same, Talk the Same and Act the Same?	Kyle Hunt	Marketing
	H10	The Sales Presentation: A Role Play	Jerry Harris	Sales
	H11	Attic Retrofits - Putting the "Lid" on High Space Conditioning Costs	Steve Easley	Design
	H12	Achieving Consistent Results From Your Field Crew	Tim Faller	Deck
3:30pm-5:00pm	H13	Delivering Good (and Bad) Customer Service	Paul Winans	Business
	H14	Design/Build Twist: How to Find and Cultivate Relationships With Outside Firms	Christopher Wright	Business
	H15	Marketing to Generation Y	Jon Goldman	Marketing
	H16	Creating a Not So Big® Inspired Home: Right-sizing the American Dream	Michael Klement	Design
	H17	Field Written Change Orders	Tim Faller	Production
	H18	The One Mouth, Two Ears Sales Process	Grant Mazmanian	Deck
FRIDAY, OCTOBER 12, 2012				
7:30am-9:00am	F01	Leadership in Tough Times	Joseph Pusateri	Business
	F02	Charging for the Estimate - A Guaranteed Approach	Brian Altmann	Business
	F03	URL vs IRL	Adrienne Zoble	Marketing
	F04	Hiring Top-Performing Salespeople	Grant Mazmanian	Sales
	F05	Technology for Aging-in-Place: Meet Their Needs, Expand Your Business	Debra Young and Esther Greenhouse	Design
	F06	Building and Selling Six-Figure Decks	Bobby Parks	Deck
9:30am-11:00am	F07	Goal Planning with a Purpose: The ZYX Approach	Grant Mazmanian	Business
	F08	The Home Asset Management Plan	David Lupberger	Business
	F09	13 Ways to Market on the Cheap…for Profitable Results	Adrienne Zoble	Marketing
	F10	9 Practical Steps for Sales Success	Paul Winans	Sales
	F11	EPA RRP Contractor Compliance	Bob Hanbury	Production
	F12	Punching Up the Design in a Small Bathroom	Jamie Gibbs	Design

08.22.12