

New Energy

New NEMRA New York

NATIONAL ELECTRICAL
MANUFACTURERS REPRESENTATIVES ASSOCIATION
MARRIOTT MARQUIS HOTEL
NEW YORK, NY

FEBRUARY 17-20, 2010

NEMRA 2010

BUSINESS IS PERSONAL



WEDNESDAY, FEBRUARY 17, 2010

8:15–9:15 AM	NEMRA Finance Committee Meeting
9:30 AM–12:00 PM	NEMRA Board of Directors Meeting
9:00 AM–6:30 PM	Conference Registration Open
12:00–6:00 PM	Showcase and Business Service Exposition Booths Open
NEW 12:00–1:45 PM	IRIS Technology and User Forum
NEW 2:00–5:30 PM	Professional Development & Education Seminars

1. REP BUSINESS PRACTICES

Legal, Financial, Business Planning/Strategy Development

2:00–3:00 PM—“Negotiating Fair Manufacturer/ Representative Contracts,” Gerry Newman, Esq. Schoenberg, Finkel, Newman, and Rosenberg, LLC

3:15–4:15 PM—“How to Plan for a Successful Succession,” Paul Lambert & Brett Howard, Cherry Street Partners

4:30–5:30 PM—“Nine Winning Rep Strategies & Steps,” Tom O’Connor, Farmington Consulting Group

2. BUSINESS PRODUCTIVITY

Time Management, CRM/Salesforce Automation, IRIS Technology

2:00–3:00 PM—“Leverage Technology and Spend More Time on Your Business,” Steve Turner, Turner Time Management, LLC

3:15–4:15 PM—“Moving from Pushback to Productivity: Building a User Friendly CRM System,” Charles Cohon, Prime Devices

4:30–5:30 PM—“Productivity Through IRIS Technology,” Jim Bannon, NEMRA

3. NEW BUSINESS OPPORTUNITIES/PROFESSIONAL SELLING

2:00–3:30 PM—“New Market Opportunities in Renewable Energy,” Fred Paris, Wind Sun Institute

3:45–5:15 PM—“Closing Begins in the First 10 Seconds,” Bill Heyden, Heyden Training

2:00–4:00 PM	NMG Executive Committee Meeting
4:00–5:00 PM	NEMRA Past Chairman’s Briefing
5:00–5:30 PM	NEMRA Incoming Board of Directors Meeting



THURSDAY, FEBRUARY 18, 2010

6:30 AM–6:30 PM	Conference Registration Open
7:00 AM–6:00 PM	Showcase and Business Service Exposition Booths Open
7:00–8:00 AM	Continental Breakfast—all attendees
8:00–9:30 AM	Chapters and Networking Group Meetings
NEW 8:00–9:30 AM	Group Meeting for all Members interested in forming a network or local chapter — <i>In this meeting we will have representatives from some of the existing network groups and active local chapters tell members how they got established, how they operate etc. NEMRA staff will be available to find out who is interested in forming a network or chapter post conference.</i>
NEW 8:30–10:30 AM	Manufacturers Session—“Manufacturer’s Best Practices—Working with Reps,” Dr. Dan McQuiston, MRERF — <i>In this Manufacturer session, Dr. Daniel McQuiston, the Director of Education for MRERF, will present key concepts from the Manufacturers Best Practice Program. This session will be useful for all manufacturing attendees from top sales and marketing executives to the regional manager.</i>
10:45 AM–4:45 PM	Manufacturer Sales Meetings and Optional Business Review Sessions
10:45–11:45 AM	Manufacturer Sales Meeting #1/Optional Business Review Session
12:00–1:00 PM	Manufacturer Sales Meeting #2/Optional Business Review Session
1:15–2:15 PM	Manufacturer Sales meeting #3/Optional Business Review Session
2:30–3:30 PM	Manufacturer Sales Meeting #4/Optional Business Review Session
3:45–4:45 PM	Manufacturer Sales Meeting #5/Optional Business Review Session
NEW TIME AND CONTENT 5:00–6:00 PM	NEMRA/CEMRA Member Only General Session
6:00–7:00 PM	NEMRA Cocktail Reception for all Conference Registrants



FRIDAY, FEBRUARY 19, 2010

NEW

6:30 AM–5:00 PM	Conference Registration Open
7:00 AM–5:00 PM	Showcase and Business Service Exposition Booths Open
6:30–7:45 AM	Continental Breakfast—all attendees
8:00–10:15 AM	All Industry General Session <ul style="list-style-type: none">• <i>Be among the first to hear the research results from NEMRA'S Rep of the Future Project</i>• <i>Learn how the 2010 economy will impact your business from acclaimed economist-Alan Beaulieu</i>
10:30 AM–3:00 PM	Spouse Program (off site)
10:30 AM–3:15 PM	Manufacturer Sales Meetings and Optional Business Review Sessions
10:30–11:30 AM	Manufacturer Sales Meeting #6/Optional Business Review Session
11:45 AM–12:45 PM	Manufacturer Sales Meeting #7/Optional Business Review Session
1:00–2:00 PM	Manufacturer Sales Meeting #8/Optional Business Review Session
2:15–6:00 PM	Scheduled Business Review Sessions
2:15–3:00 PM	Business Review Session #1
3:15–4:00 PM	Business Review Session #2
3:15–3:35 PM	Mini Business Review Session #2A
4:15–5:00 PM	Business Review Session #3
4:15–4:35 PM	Mini Business Review Session #3A
5:15–6:00 PM	Business Review Session #4
5:15–5:35 PM	Mini Business Review Session #4A

SATURDAY, FEBRUARY 20, 2010

6:30 AM–5:30 PM	Conference Registration Open
6:30–7:45 AM	Continental Breakfast—all attendees
7:00 AM–5:45 PM	Scheduled Business Review Sessions
7:00–7:45 AM	Business Review Session #5
7:00–7:20 AM	Mini Business Review Session #5A
7:25–7:45 AM	Mini Business Review Session #5B
8:00–8:45 AM	Business Review Session #6
8:00–8:20 AM	Mini Business Review Session #6A
8:25–8:45 AM	Mini Business Review Session #6B
9:00–9:45 AM	Business Review Session #7
9:00–9:20 AM	Mini Business Review Session #7A
9:25–9:45 AM	Mini Business Review Session #7B
10:00–10:45 AM	Business Review Session #8
11:00–11:45 AM	Business Review Session #9
11:45–12:45 PM	Business Review Session #10
1:00–1:45 PM	Business Review Session #11
2:00–2:45 PM	Business Review Session #12
3:00–3:45 PM	Business Review Session #13
4:00–4:45 PM	Business Review Session #14
5:00–5:45 PM	Business Review Session #15
	CONFERENCE ADJOURNMENT

