



Conference Educational Sessions

Tomorrow's leaders must embrace continuous learning as both a personal and an organizational value, in order to create a culture of growth and competitiveness.

*Sessions are subject to change

WEDNESDAY, February 3, 2021		THURSDAY, February 4, 2021		FRIDAY, February 5, 2021	
TIME (EST)	EDUCATIONAL SESSIONS	TIME (EST)	EDUCATIONAL SESSIONS	TIME (EST)	EDUCATIONAL SESSIONS
1:30 - 1:50 PM	Market Outlook and Insights - Jim Lucy, Electrical Wholesaling	12:30 - 1:00 PM	The Keys to Calling on Distribution Hear from leading distributor and member group executives to gain their perspectives on: <ul style="list-style-type: none"> Market Sentiments, Company Initiatives and Key Customer Issues/Initiatives they want Reps/Mfrs to Support CED 	11:15 - 11:35 AM	Understanding Today's Business Issues - SFBBG
2:00 - 2:20 PM	Rep Management Systems - RepFiles	1:10 - 1:30 PM	Rep Management Systems - Trade Tech	11:45 - 12:15 PM	The Keys to Calling on Distribution Hear from leading distributor and member group executives to gain their perspectives on: <ul style="list-style-type: none"> Market Sentiments, Company Initiatives and Key Customer Issues/Initiatives they want Reps/Mfrs to Support Graybar
2:30 - 2:50 PM	Get the Insurance You and Your Employees Need and Save - LIG Solutions	1:40 - 2:10 PM	NEMRA - The Value of Membership and Participation - Panel Discussion with Board Executive Committee	12:30 - 1:00 PM	"The Keys to Calling on Distribution Hear from leading distributor and member group executives to gain their perspectives on: <ul style="list-style-type: none"> Market Sentiments, Company Initiatives and Key Customer Issues/Initiatives they want Reps/Mfrs to Support Wesco
3:00 - 3:30 PM	The Keys to Calling on Distribution Hear from leading distributor and member group executives to gain their perspectives on: <ul style="list-style-type: none"> Market Sentiments, Company Initiatives and Key Customer Issues/Initiatives they want Reps/Mfrs to Support IMARK Group 	2:20 - 2:40 PM	Market Outlook and Insights - Christian Sokol, DISC	1:10 - 1:30 PM	Rep Management Systems - Empowering Systems
3:40 - 4:00 PM	Rep Management Systems - Repfabric	2:50 - 3:10 PM	Understanding Today's Business Issues - Barnes & Thornburg		
4:10 - 4:40 PM	The Keys to Calling on Distribution Hear from leading distributor and member group executives to gain their perspectives on: <ul style="list-style-type: none"> Market Sentiments, Company Initiatives and Key Customer Issues/Initiatives they want Reps/Mfrs to Support AD 	3:20 - 3:50 PM	The Keys to Calling on Distribution Hear from leading distributor and member group executives to gain their perspectives on: <ul style="list-style-type: none"> Market Sentiments, Company Initiatives and Key Customer Issues/Initiatives they want Reps/Mfrs to Support City Electric 		
4:45 - 5:00 PM	NEMRA U - NEMRA's Partner Success Manager will show you what's new, how to share content/participate and provide a tutorial of the University platform	4:00 - 4:20 PM	HR Solutions for the People Who Matter - TriNet		
		4:30 - 5:00 PM	NMG - The Value of Membership and Participation - Panel Discussion with the NMG Executive Committee		