



## Conference Meeting Planner

TUESDAY, FEBRUARY 2, 2021

**Professional Development Workshop – Mastering Sales and Sales Leadership – Craig Wortmann - Kellogg**

Author, Professor and Entrepreneur Craig Wortmann, Clinical Professor of Innovation and Entrepreneurship at Kellogg Graduate School, will kick-off the NEMRA21 Conference at 11:00AM with a hard-hitting, 3-hour virtual educational session focused on heightening your sales mastery.

If you are in sales or a sales leadership position, you don't want to miss this. Be sure to sign up when you register for the conference.

11:00 AM – 2:00 PM EST



**WEDNESDAY, FEBRUARY 3, 2021**

**Welcome Message from NEMRA's President & Board Chairman**  
 10:00 AM – 11:00 AM EST

**Exhibitor & Service Provider Virtual Expo Booths Open**  
 10:00 AM – 5:00 PM EST

**Networking Session: Working with NECA Contractors – What You Need to Know** - David Long - CEO NECA  
 11:15 AM – 12:15 PM EST

**Networking Session: Market Update** - John Selldorff - CEO Legrand  
 12:30 PM – 1:30 PM EST

<b>Educational Sessions:</b> 1:30 PM – 5:00 PM EST		
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<b>Manufacturer Sales Meeting Round 1 / Business Review Session 1</b> 1:45 PM – 2:45 PM EST		
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<b>Manufacturer Sales Meeting Round 2 / Business Review Session 2</b> 3:00 PM – 4:00 PM EST		
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<b>Manufacturer Sales Meeting Round 3 / Business Review Session 3</b> 4:15 PM – 5:15 PM EST		
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**THURSDAY, FEBRUARY 4, 2021**

**Networking Session – Powering Difference in Distribution** - Tammy Livers, Senior VP, Sonepar

10:00 AM – 11:00 AM EST

**Networking Session – Working with IEC Contractors - What You Need to Know** - Spenser Villwock, CEO of IEC National

11:15 AM – 12:15 PM EST

**Exhibitor & Service Provider Virtual Expo Booths Open**

10:00 AM – 5:00 PM EST

**Manufacturer Sales Meeting Round 4 / Business Review Session 4**

12:30 PM – 1:30 PM EST

**Manufacturer Sales Meeting Round 5 / Business Review Session 5**

1:45 PM – 2:45 PM EST

**Manufacturer Sales Meeting Round 6 / Business Review Session 6**

3:00 PM – 4:00 PM EST

**Manufacturer Sales Meeting Round 7 / Business Review Session 7**

4:15 PM – 5:15 PM EST



**FRIDAY, FEBRUARY 5, 2021**

<b>Keynote Speaker - Tim Tebow</b> 10:00 AM – 11:00 AM EST		
<b>Exhibitor &amp; Service Provider Expo Virtual Booths Open</b> 10:00 AM – 1:30 PM EST		
<b>Educational Sessions</b> 11:15 AM – 1:30 PM EST		
<b>Manufacturer Sales Meeting Round 8 / Business Review Session 8</b> 11:15 AM – 12:15 PM EST		
<b>Manufacturer Sales Meeting Round 9 / Business Review Session 9</b> 12:30 PM – 1:30 PM EST		
<b>51<sup>st</sup> Nemmy Awards &amp; Closing Comments</b> 1:45 PM – 2:15 PM EST		