



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

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

Business Review Sessions Open / Exhibitor and Service Provider

Expo Booths Open

10:00 AM – 5:00 PM EST

Interactive Educational Sessions

1:30 PM – 5:30 PM EST

Manufacturer Sales Meeting Round 1

1:45 PM – 2:45 PM EST

Manufacturer Sales Meeting Round 2

3:00 PM – 4:00 PM EST

Manufacturer Sales Meeting Round 3

4:15 PM – 5:15 PM EST



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

Business Review Sessions Open / Exhibitor & Service Provider

Expo Booths Open

10:00 AM – 5:00 PM EST

Interactive Educational Sessions

12:30PM – 5:00 PM EST

Manufacturer Sales Meeting Round 4

12:30 PM – 1:30 PM EST

Manufacturer Sales Meeting Round 5

1:45 PM – 2:45 PM EST

Manufacturer Sales Meeting Round 6

3:00 PM – 4:00 PM EST

Manufacturer Sales Meeting Round 7

4:15 PM – 5:15 PM EST



FRIDAY, FEBRUARY 5, 2021

Keynote Speaker - Tim Tebow

10:00 AM – 11:00 AM EST

Interactive Educational Sessions

11:15 AM – 1:30 PM EST

Manufacturer Sales Meeting Round 8 / Business Review Session 8

11:15 AM – 12:15 PM EST

Manufacturer Sales Meeting Round 9 / Business Review Session 9

12:30 PM – 1:30 PM EST

51st Nemmy Awards & Closing Comments

1:45 PM – 2:15 PM EST