



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 - Electrical Wholesaling	12:30 - 1:00 PM	The Keys to Calling on CED Speakers: <i>Joe Huffman - VP Supplier Relations</i> <i>Gary Kautz - Mountain Central Region Manager</i>	11:15 - 11:45 AM	The Keys to Calling on Graybar Speakers: <i>Kathy Mazzarella - Chairman, President and CEO</i> <i>Bill Mansfield - Senior VP Sales/Marketing</i>
2:00 - 2:20 PM	Rep Management Systems - RepFiles	1:10 - 1:30 PM	Rep Management Systems - Trade Tech	11:55 - 12:25 PM	NEMRA - The Value of Membership Panel Discussion with Board Executive Committee
2:30 - 2:50 PM	Get the Insurance You and Your Employees Need and Save - LIG Solutions	1:40 - 2:10 PM	The Keys to Calling on Wesco Speaker: <i>Steve Crocker - SVP US Construction</i>	12:35 - 1:05 PM	The Keys to Calling on Rexel Speaker: <i>Jeff Baker - CEO, President Rexel USA</i> <i>Regional VPs</i>
3:00 - 3:30 PM	The Keys to Calling on IMARK Speaker: <i>Steve Ruane - VP, Marketing and Member Services</i>	2:20 - 2:40 PM	Market Outlook and Insights - DISC	1:15 - 1:35 PM	Understanding Today's Business Issues - SFBBG
3:40 - 4:00 PM	Rep Management Systems - Repfabric	2:50 - 3:10 PM	How to Maximize Your Digital Presence - StrategicX Marketing		
4:10 - 4:40 PM	The Keys to Calling on AD Speakers: <i>Steven Guidry - VP Supplier Relations</i> <i>Debby Hite - Program Manager AD Rewards</i>	3:20 - 3:50 PM	The Keys to Calling on City Electric Speakers: <i>John Gray - Co-COO</i> <i>Andrew Dawes - Co-COO</i>		
4:50 - 5:10 PM	Point of Sale (POS): Turning Data into Dollars - SPARXIQ/POSConnection	4:00 - 4:20 PM	HR Solutions for the People Who Matter - TriNet		
5:15 - 5:30 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	4:30 - 5:00 PM	NMG - The Value of Membership Panel Discussion with NMG Executive Committee		