



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