

# CONFERENCE AGENDA

## NEMRA22 DALLAS, TEXAS

### Virtual MSMs

January 11 - January 13, 2022

Manufacturer group sales meeting  
schedule will be posted 10/05/21  
and updated weekly!

[LEARN MORE](#)

### TUESDAY - 2/1

| Session/Event     | Time (CST)        |
|-------------------|-------------------|
| Registration Open | 2:00 pm - 6:00 pm |

### WEDNESDAY - 2/2

| Session/Event  | Time (CST)         |
|--|--------------------|
| Registration Open  | 10:00 am - 6:00 pm |
| One-on-One Meetings  | 10:00 am - 3:45 pm |
| Exhibitor Booths Open  | 1:00 pm - 4:00 pm  |
| Opening Session - NEMRA President & Chair Address  | 4:00 pm - 5:00 pm  |
| Keynote Session: 'Think BIG'<br><i>Dr. Ben Carson (Neurosurgeon, Author, and Politician who served as the 17th United States Secretary of Housing and Urban Development)</i> | 5:15 pm - 6:15 pm  |
| (6) Manufacturer or Rep Hosted Networking Receptions ( <b>NO AVAILABILITY</b> )  | 6:30 pm - 9:30 pm  |

### THURSDAY - 2/3

| Session/Event   | Time (CST)         |
|---|--------------------|
| Registration Open   | 6:00 am - 6:00 pm  |
| Rise & Run 5k - Supporting the Gary Sinise R.I.S.E. Foundation  | 5:30 am - 6:30 am  |
| Breakfast - Membership  | 6:30 am - 8:00 am  |
| NEMRA Café  | 7:00 am - 8:00 am  |
| Technology Session: Exchanging Data Between Reps and Manufacturers<br><i>Technology Advisory Council Panel Discussion</i>                     | 7:00 am - 8:00 am  |
| Emerging Talent Session: Catalyst for Change<br><i>Jonah Berger (Marketing Professor at the Wharton School at University of Pennsylvania)</i> | 8:15 am - 10:00 am |
| Exhibitor Booths Open   | 8:00 am - 5:00 pm  |
| One-on-One Meetings   | 8:00 am - 4:45 pm  |
| Professional Development Session (*)<br><i>Craig Wortmann (Founder and Executive Director of the Kellogg Sales Institute)</i>                 | 2:00 pm - 5:00 pm  |
| NEMRA Networking Reception & NEMMYs<br><i>A Celebration of Success with Live Jazz</i>   | 5:30 pm - 7:00 pm  |
| (6) Manufacturer or Rep Hosted Networking Receptions ( <i>EMAIL <a href="mailto:nemra@nemra.org">nemra@nemra.org</a> for availability</i> )   | 7:30 pm - 9:30 pm  |

### FRIDAY - 2/4

| Session/Event  | Time (CST)         |
|--|--------------------|
| Registration Open  | 6:00 am - 2:00 pm  |
| NEMRA Café   | 6:30 am - 7:30 am  |
| Breakfast - Membership   | 6:30 am - 7:30 am  |
| Keynote Session: 'Unlock Innovation, Drive Explosive Growth'<br><i>Josh Linkner (5-Time Tech Entrepreneur; Venture Capitalist, NY Times Best-Selling Author)</i> | 7:30 am - 8:30 am  |
| Exhibitor Booths Open  | 8:00 am - 2:00 pm  |
| Contractor Engagement Session: 'Charting the Course'<br><i>Panel Discussion with NECA</i>  | 9:00 am - 11:00 am |
| One-on-One Meetings  | 11:15 am - 5:15 pm |
| NEMRA22 Concludes  | 5:15 pm            |

(\*) = denotes hybrid session (live stream is available)