



Conference Agenda

Sunday, April 18

- 11:00am-4:00pm **Registration & Hospitality**
- 3:00pm-4:00pm **Contractor Member Session**
- 3:00pm-4:00pm **Supplier Member Session**
- 3:00pm-4:00pm **Associate Member Session**
- 7:00pm-9:00pm **Welcome Reception:** Bill's Grill

Monday, April 19

- 7:30am-12:00pm **Registration**
- 8:00am-9:15am **Opening Breakfast** • NAEC President delivers State of the Association Address followed by Keynote Speaker Jones Loflin
- 9:30am-10:15am **Education** • Merrill Lynch 401(k) Overview • *Ted Candella, Merrill Lynch Wealth Management*
- 9:30am-10:30am **Education** • Overcoming Gearless Machine Challenges: The COVID Edition • *Dennis Rhodes & Gary Ward, Imperial Electric*
- 10:30am-12:00pm **Education** • It's Time to Start Running Your Circus! • *Jones Loflin*
- 11:00am-12:00pm **Education** • LO/TO and Jumpers • *Keith Evans, Oracle Elevator Company*
- 12:00pm-6:30pm Official Golf Tournament* - Canyon Course
- 1:30pm-3:00pm **Open Mic Session** • Moderator: *Hope Evans, EMR Elevator, Inc.*
- 2:00pm-4:00pm Guacamole and Margarita Making Class with the Chef • On-site activity*

Tuesday, April 20

- 8:00am-12:00pm **Registration**
- 8:30am-10:15am **Education** • How Elevator Contractors & Suppliers Can Become Invincible to Lawsuits • *Larry Oxenham, American Society for Asset Protection*
- 8:45am-9:45am **Education** • Private Equity Firms as New Players in the Elevator Industry • *Dominik Sachsenheimer, Maven Group, LLC*
- 10:30am-12:00pm **Panel Discussion** • Successfully Navigating the Challenges of a Multi-Generational Family Business • *Jeff Eaton, Moderator, Lift Business Advisors*
- 10:45am-11:45am **Education** • Remote Elevator Monitoring: Past, Present, Future • *Sean Madden, Madden Elevator Company*

- LUNCH ON YOUR OWN -

- 1:15pm-2:15pm **Education** • 2019 Code Update • *Chris Strawn, Elevator Safety and Technical Services*
- 1:30pm-3:00pm **Education** • How to Elevate Your Sales Team and Organization to the Next Level • *Evan Epstein, Kase Millwork*
- 2:45pm-3:45pm **Education** • Performing Field Surveys for Elevator Modernizations • *Carl Burch, Vantage*
- 5:30pm-6:30pm **Reception** • Cascade Terrace

Wednesday, April 21

- 8:00am-12:00pm **Registration**
- 8:00am-11:30am **Roundtable Discussions** • Technical
 1. Challenges Involved in Replacing VPLs • *Patrick Edwards, Soft Landings Vertical Services, Inc.*
 2. Three Things You Need to Know About the 2019 ASME Code Updates • *Don Holloway & Dave Mann, Kings III*
 3. Nine Elevator Industry "Safety Absolutes" • *David Smarte, NAEC & Ray Downs, TEI Group*
- Roundtable Discussions** • Business
 1. The Elevator Industry in 2021 & How to Grow Your Revenue • *Steve Wurth, Wurtec*
 2. Equipment as a Service in the Elevator Industry • *Sanjay Kamani, ATIS*
 3. Taking Your Elevator Service Company to the Next Level • *Donald Gelestino, Champion Elevator*
- 12:00pm-6:00pm No Frills Golf Tournament* • *Sonoran Desert Golf Course at the Omni Tucson*
- 1:00pm-2:00pm **Education** • SARS CoV-2 Mitigations in Elevators • *John Koshak, eMCP, LLC*
- 7:00pm-8:30pm Dregs Event

*Optional: Advance Ticket Purchase Required
Bold: included in full registration