

AGENDA FOR EAGLES 2013

Pre-Conference

Friday January 25, 2013

Xactware: Wasatch B Room Friday 8am-12....Level 1 Review** \$50

Friday 12:30-4:30....Level 2 Review** \$50

**These classes prepare you for Xactimate certification (their charge is \$100 per exam) which can be done at:
<http://www.xactware.com/store/SelectCat.do?catId=196>

User Conference: Friday 9am – 12pm ~ **Sandler Sales** (Superior A Room) **(Free)** **“Managing your Employees”**

Using Extended Disc to Save Time and Money in Your Company – What does it show you and how you can use it throughout your company for comprehensive hiring, training, and reviews.

User Conference: Friday 1pm – 4pm ~ **Restoration Manager** (Superior B Room) **“Here’s what we find people are not using”**

For this session we will review some easily implemented features that can speed up your job process and save you time. Questions are encouraged.

User Conference: Friday 1pm – 4pm ~ **Sandler Sales** (Superior A Room) **(Free).** **“Lack of Sales or Lack of Leads?”**

Do I need a Hunter or a Farmer? What makes them different? Who do I have now? Are they the right person for the job?

Saturday January 26, 2013

Xactware: ~ (Wasatch B Room) Saturday 8am-12...Level 3 Review** \$50

Saturday 12:30-4:30....‘Reports & Software it Hooks to’ \$50

**These classes prepare you for Xactimate certification (their charge is \$100 per exam) which can be done at:
<http://www.xactware.com/store/SelectCat.do?catId=196>

User Conference: Saturday 8am-12pm ~ **Restoration Manager** (Superior B Room) *Lunch on us from Noon till 1pm*

“Sales/Marketers and Smartphones”

See how successful RM customers are using the smartphone and tablet apps for their workers in the field. A must-see session!

"PM's/Estimators and Mobile"

Learn more about the capabilities that your project managers and estimators have on their smartphones and tablets in the field. Questions encouraged.

User Conference: Saturday 8am – 10am ~ **Quickbooks Training with Nancy Klein** (Boardroom)

The Wonders of Quickbooks - Learn some of the secrets to getting the information you need from Quickbooks, whether you have a \$500,000 or \$5,000,000 company. Discover ways to set up Quickbooks and format custom reports to meet your management needs.

User Conference: 8am – 12pm ~ **Legend Brands** (Magpie A Room) **"Estimating for Efficiency, Best Practices, & Principles"**

Learn more than how to use the software – increase your efficiency and accuracy with Xactimate while decreasing your administration time. Spend a day with the only approved affiliate trainer that is also an IICRC Water Damage instructor, with training delivered from both residential and commercial project management and scoping experience. Gain real world skills you can directly apply to your restoration business. Certified User training programs are important to learn the software, but practical skills to minimize time while boosting your effectiveness are more critical than ever in an industry where time is a premium.

User Conference: 12pm – 1pm **HSG/CodeBlue** (Magpie A Room)

We are pleased to have been invited again by Business Networks to join you at the Gathering of Eagles. We are impressed by the sharing and learning that takes place in such a beautiful setting. Pam Stowe, our Affiliate Relations Manager and I will be available both Monday and Tuesday to answer questions and provide information to any of the attendees. In addition, Pam and I would like to offer time for one-on-one meetings during Saturday (Jan 26) to any companies that are already members of the Codeblue Network. During these individual meetings we can discuss:

- *Your companies profile status with Codeblue*
- *Claim performance and ranking*
- *Coverage areas*
- *Pricing*
- *Issues you have had with Codeblue claims*

In order for us to prepare properly for the meeting please sign up through Dawn ASAP . The available meeting times on Saturday are: 9am, 10am, 11am, 1pm, 2pm and 3pm.

Look forward to seeing you all in Utah. Bruce Jensen, Director of Affiliates, HSG/Codeblue

User Conference: Saturday 8:30am-11:30am ~ **Interlink Supply "Overcoming Documentation Battles"** (White Pine Room) **(Free + receive a \$50 gift certificate good at any Interlink Supply location)**

A few questions:

- *Are adjusters slashing invoices without just cause?*
- *Are the hassles of monitoring and data logging sucking the profits out of jobs?*
- *Do you find it difficult to validate loss categories and air scrubber use?*

If you answered yes to any of these, this seminar is for you!

This jam-packed, three-hour presentation will demonstrate strategies, tactics and products that “verify” your work, so you get your price every time. In addition, these processes will improve your efficiency and professional image; adding to your bottom line and distinguishing you above your competition.

Interlink Supply will debut at this meeting a million-dollar plus developed product that will knock your socks off!

Instructors:

- **Dave Hanks** - 35 year industry veteran and co-owner of Bridgewater Companies (dba: Bridgepoint and Interlink Supply).
- **Brent Bowthorpe** – 30 year industry veteran and owner of Delta Business Solutions and Class One Disaster Recovery Service.

****Admission is better than FREE!*** All attendees receive a \$50 gift certificate good at any Interlink Supply location (57 locations nationwide), no purchase necessary.

User Conference: Saturday 9am – 10:30am ~ **Client Runner** (Magpie B Room) **“Leveraging Partnerships and Third-Party Integrations”**

User Conference : Saturday 9am – 12pm ~ **Sandler Sales** (Superior A Room) **(Free).**

Is your entrepreneurial spirit helping or hurting your people management? How to harness your strengths to manage more effectively.

User Conference: Saturday 10:30am – 12pm ~ **Client Runner** (Magpie B Room) **“Restoration Marketing 2013: Hottest Trends or Proven Methods?”**

User Conference: Saturday 1pm – 4pm ~ **Restoration Manager** (Superior B Room) **“Equipment and Consumables Tracking”**

A detailed look at the capabilities of the built-in equipment tracking system and RM. Discussions on hardware and most-effective devices for your operation.

****Also a sneak peak at our Version 5.0 of Restoration Manager – a whole new look!****

User Conference: Saturday 1pm – 5pm ~ **Client Runner** (Magpie B Room) **Advisory Panel – “Beta Review”**

*Interested in helping to shape the industry’s newest and most appealing software? You can’t miss this opportunity! Help refine a software solution unlike any other that works **for** your company. (Open to all current ClientRunner Software users and non-user attendees – **FREE**).*

User Conference : Saturday 1pm – 5pm... **DASH Enterprise by Next Gear Solutions:** (Red Pine Room) **(Free).**

Advanced Job Management Training in DASH Enterprise including mobile management training on our new mobile app, with Chad Flowers.

User Conference: Saturday 1pm – 4pm ~ **Sandler Sales** (Superior A Room) **(Free) “Vendor, Supplier, or Trusted Advisor? A.k.a. Stop sales malpractice and build a team of sales superstars.”**

In this 3-hour fast paced workshop you will discover: 5 strategies to transform your brand promised and jump start a marketing makeover for your firm. A 7-step process to escape wimp junction and become a trusted advisor. How to identify the 4 symptoms of the Victim Trip and the 4 steps of empowerment that will defeat dysfunction in your

organization. The formula for developing Sales superstars and avoiding hiring malpractice. The holy grail of coaching your team to identify and overcome hidden roadblocks.

Sunday January 27, 2013

Xactimate: - Wasatch A & B Rooms Sunday 8am-4:30pm: **Contractor's ONLY***:

"Making Sure Your Xactware Bid is Going to Yield What You Need". \$199

8-9am...Speaker: **Mike Fulton**, Xactware VP of Pricing Data Services, will speak on

'Current Industry Software Issues' then Q & A session.

***Each attendee must have passed Xactimate Level One Certification and show proof of having done so.**

EAGLES CONFERENCE

Sunday January 27, 2013

5:00-6:30pm: Welcome Cocktail Reception & Les' book signing, 'Accountability Through Transparency'.
(Live music) (Ballroom)

Monday January 28, 2013

6:00-7:30am: Continental Breakfast (Ballroom)

7:30-7:32am: Opening Remarks- Les Cunningham & Jim Stephens

7:40-8:40am: Keynote Speaker – Mark Speckman. **'Figure it out'**

9-9:45am: 2012 Numbers Results, Les

10-Noon: Panel & All Attendee Discussion. Speaker-Jon Miko. **'Case Study: Review of All Current 10/10 Litigation & How to Protect Yourself'**

Adjourn at noon for lunch on own and Snowbird activities (skiing and snowmobiling)

5:00-6:30pm: Cocktail Reception, networking with members and vendors. (Ballroom)

Tuesday January 29, 2013

6:00-7:30am: Continental Breakfast (Ballroom)

7:30-7:32am: Opening Remarks- Les Cunningham & Jim Stephens

7:40-9am: Panel and All Attendee Discussion. ***'Business Development – What's Currently Working?'***

Panel: Mark Dardozzi, Steve Sorkin, Jaime Toigo.

9:30-11am: Panel and Discussion. ***'Taking Over the Family Business'***

Panel: Chip Cunningham, Jim Rable, Trent Taylor, Charles Russell Sr., Charles Russell, Jr.

11:15-Noon: Les & Jim- ***"Where Do We Go From Here?"***

Adjourn at noon for lunch on own and Snowbird activities (skiing and snowmobiling)

5:00-6:30pm: Cocktail Reception, networking with members and vendors. ([Ballroom](#))

Wednesday January 30, 2013

6:00am-7:30am: Continental Breakfast in the [Golden Cliff/Eagles Nest Room](#)

7:30-7:32am: Opening Remarks- Les Cunningham & Jim Stephens

7:40am-Noon: Industry Summit Meeting (the future of the industry & what you can do about it).

Facilitator: Les Cunningham

(Each presenter will speak 5-10 minutes on their topic and then open it up for discussion. We will move on to the next presenter after a thorough discussion or we begin to repeat ourselves).

1. Thermapure Lawsuit-----Ernie Storrer
2. Xactimate Pricing-----Mike Fulton
3. State Farm Program-----Greg Mier
4. How Clean is Clean?-----Dan Bernazzani, PhD
5. CCA Global~Lionsbridge-----Steve Pigman

Eagles concludes at noon

12/12/2012