

Gathering of Eagles 2016 Conference

Sunday May 1, 2016 (Eisenhower Room)

6:00-7:00pm: Welcome Reception,

Monday May 2, 2016 (Eisenhower Room)

6:15-7:00am: Continental Breakfast

7:00-7:30am: Opening Remarks- Les Cunningham & Jim Stephens

7:30-8:30am: Keynote Speaker – Ira Messing

8:30-8:45am: Break

8:45-10:15am: ‘How to Sell Your Business’ Panel Members:

- Ben & Gail Yanker @ Buffalo Restoration
- Jake Avila @ CA Construction
- Susan Jernigan @ Poole’s Reconstruction & Restoration

10:15-10:30am: Break

10:30-11:45am: New Profit Center Opportunities: 1) More Floods, 2) WIFIVE, 3) No Slippage 4) SoTellUs

11:45-12:00: Les & Jim, Lessons Learned

*Adjourn for lunch & 1:00 golf tee time for the ‘**Sunbelt Rentals Invitational**’ on ‘The Old White TPC’ Course.*

5:30-6:30pm: Cocktails & Networking with members and vendors. Golf Clubhouse

Tuesday May 3, 2016 (Eisenhower Room)

6:15-7:00am: Continental Breakfast

7:00-7:30am: Opening Remarks- Les Cunningham & Jim Stephens

7:30-8:00am: Mike Fulton – Xactware & The Next 30 Years

8:00-8:15am: Business Networks Presentation

8:15-8:30am: Break

8:30-10:00am: The Roles of TPAs: Win, Win or No Deal? Speakers:

- Jon Miko of Alacrity
- Lance Malcom of Crawford Contractor Connection
- Josh Mast of State Farm

10:00-10:15am: Break

10:15-11:45am: Greg Pyne - Xactware Pricing Methodology & How to Participate in the Process

11:45-12:00: Les & Jim, Lessons Learned

Adjourn for lunch.

1:30-3:00pm: Sunbelt (Bunker Meeting Rooms)

3:15-4:45pm: (Bunker Meeting Rooms)

5:00-6:30pm: Cocktails & Networking with members and vendors. **(TBD)**

Wednesday May 4, 2016 **(Eisenhower Room)**

6:15am-7:00am: Continental Breakfast

7:00-7:30am: Opening Remarks- Les Cunningham & Jim Stephens

7:00am-8:30am: **'Seeing it Differently: What Does Success Look Like?'** Panel Members:

- TBA
- TBA
- TBA

8:30-8:45: Break

8:45-9:30: Guild Quality Presentation of Customer Service Awards

9:30-10:00: Award Presentation of BN Rankings to attending members

10:00-10:15: Interns & Employees, Where to Get Them

10:15-10:30: Break

10:30-11:45: Q&A For All Speakers Present

11:45-12pm: Les & Jim, Closing Remarks, end of Conference