

Gathering of Eagles 2016 Conference

Sunday May 1, 2016

6:00-7:00pm: Welcome Reception, **Eisenhower Room**

Monday May 2, 2016

6:00-7:00am: Continental Breakfast (Eisenhower Room**)**

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

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

8:30-9:00am: ‘How to Sell Your Business’ Panel Members:

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

9:00-10:00am: New Profit Center Opportunities: 1) More Floods, 2) WIFIVE, 3) No Slippage 4) SoTellUs

10:15-11:45am:

*Adjourn for lunch & 1:00 golf tee time for the ‘**Sunbelt Rentals Invitational**’ at ‘Old white’ Course.*

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

Tuesday May 3, 2016

6:00-7:00am: Continental Breakfast (Eisenhower Room**)**

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

7:30-8:45am: Mike Fulton – **How Are Xactware Database Prices Set? How Can You Affect the Xactware Database Prices? Xactware & The Next 30 Years**

8:45-9:00am: *Break*

9:00-10:30am: 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

10:30-10:45am: *Break*

10:45-12:00pm: Panel, ‘Seeing it Differently: What Does Success Look Like? Panel Members:

- TBA
- TBA
- TBA

11:45-12:00: Les & Jim, Closing

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. **(Eisenhower Room)**

Wednesday May 4, 2016

6:00am-7:00am: Continental Breakfast **(Eisenhower Room)**

7:00-7:30am: 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

7:30-7:50: Guild Quality Presentation of BN Compay Rankings

7:50-8:00: Q&A

8:00-8:10: Numbers & What They Mean

8:10-8:20: Interns, Where to Get Them

8:20-8:35: Break

8:35-8:45: Where are New Employees & Where to Get Them?

8:45-9:05: Business Development

9:05-9:15: Estimating

9:15-9:25: Project Management

9:25-9:35:

9:35-9:45: Q&A

9:45-9:55:

9:55-10:05: Q&A

10:05-10:15:

10:15-10:25: Q&A

10:25-10:35: Break

10:35-10:45:

10:45-10:55: Q&A

10:55-11:05:

11:05-11:15: Q&A

11:15-11:25: Presentation to Xactware/Mike Fulton

11:25-11:35: 'The Future of the Industry'

11:30-11:50am: Les Cunningham & Jim Stephens, **Presentation of BN Rankings to attending Members**

11:50am-Noon: Closing Remarks, end of Conference.