

35th Annual NAILD Conference – 2012

'Join the Celebration'
PGA National Resort & Spa
Palm Beach Gardens, FL



JOIN THE CELEBRATION!
AT THE PGA NATIONAL RESORT & SPA
IN PALM BEACH GARDENS, FLORIDA

NAILD'S 35 YEARS OF EDUCATION, INFORMATION
AND BUILDING BETTER BUSINESSES.

FRIDAY, APRIL 20

LC Prep Class

SATURDAY, APRIL 21

LC Prep Class

SUNDAY, APRIL 22

LC Prep Class

SUNDAY, APRIL 22

10:00 AM Registration
12:30 PM Board Meeting
5:00 PM Past Presidents' Council & Executive Board Meeting
6:00 PM Open Dinner
6:45 PM New Member Orientation (Invitation Only)
8:00 PM Open Hospitality

MONDAY, APRIL 23

8:00 AM Registration
8:00 AM Buffet Breakfast
8:45 AM Welcome by Pete Gray, LC, 2011-2012 NAILD President
9:00 AM General Session – Steve Epner, CSP
'Knowledge, Insight, Power: Increasing Industrial Distribution through Segmenting Customers, Suppliers and Products'
10:30 AM Beverage Break
10:45 AM Educational Track Sessions
1) Track I – Business Practice/David Finete
'What you need to know about Credit Card Processing'
2) Track II – Lighting Legislation/David Nelkin
'Lighting Legislation and Its Effects on the Evolution of Future Lamp Product Technologies and Offerings'
3) Track III – Business Development/Steve Epner, CSP
'Continuation of General Session'
1:00 PM Golf Tournament
1:00 PM Alternate Activity
7:00 PM Open Dinner
8:30 PM Open Hospitality

TUESDAY, APRIL 24

8:00 AM	Registration
8:00 AM	Buffett Breakfast
8:15 AM	New Member Introductions New Candidate Introductions
8:45 AM	Educational Track Sessions 1) Track I – Business Development/Gary Thomas <i>'Who's in Control? It Better be You'</i> 2) Track II – Lighting Technology/Jack Curran <i>'LEDs and the Implications of a Semi-Conductor Lighting World'</i> 3) Track III – Digital Media/Marketing/Kim Williams (Basic) <i>'5 Digital Tactics Your Competitors Will Be Doing Next Year'</i>
10:15 AM	Beverage Break
10:30 AM	Educational Track Sessions 1) Track I – Business Development/Gary Thomas (repeat) <i>'Who's in Control? It Better be You'</i> 2) Track II – Lighting Technology/Jack Curran (repeat) <i>'LEDs and the Implications of a Semi-Conductor Lighting World'</i> 3) Track III – Digital Media/Marketing/Kim Williams (Advanced) <i>'5 Digital Tactics Your Competitors Will Be Doing Next Year'</i>
12:00 PM	Buffet Lunch (New & Value Added Showcase)
1:00 PM	5 OCC's (20 minute appointments at booth)
3:00 PM	Product Sprint
3:45 PM	Trade Show/ V&D Networking
7:00 PM	NAILD 35th Anniversary Dinner
9:00 PM	Open Hospitality

WEDNESDAY, APRIL 25

8:00 AM	Buffet Breakfast (Vendor & Distributor Meetings)
8:45 AM	Combined Vendor/Distributor Meeting
9:30 AM	Announcements & Break out for Committee Assembly
10:00 AM	Break
10:20 AM	5 OCC's (20 minute appointments at booth)
12:00 PM	Buffet Lunch
12:30 PM	General Business Meeting/ Awards Presentation Board Elections/ Installation of Officers/Passing of Gavel
1:40 PM	7 OCC's (20 minute appointments at booth)
4:30 PM	Networking by the pool
4:30 PM	Round Tables TBD
7:00 PM	NAILD Closing Dinner
8:30 PM	Open Hospitality

