

President's Message from the Oct/Nov/Dec 09 TLD:

## **The Pace of Change**

Where did the summer go? Fall foliage is now at its peak and in just a couple of weeks the Executive Board will be having our fall meeting here in Hartford, Connecticut. This is the perfect place and season for discussing our upcoming convention and the theme "Charting a New Direction"!

Like the change of seasons here in New England the pace of change in the Lighting Industry really moves fast! Are you ready? How can I keep up with all of the changes going on and still manage the day to day work? It seems like every other day that a Vendor brings in some new product or calls me on the phone to tell me about the changes going on at their company. I need one place where I can receive the latest information on product and technology updates as well as any industry changes. I also want to know how other lighting distributors are handling the lagging economy. That one place is the NAILD Convention!

Thanks to all of our Distributor Members that have paid their dues and convention fees to this date. Hotel reservations are now open at the NAILD website! On-line Convention registrations will be opening in December. Many new ideas are within the 2010 Schedule of Events. Be sure to read Steve Espinosa's, 2010 Convention Chair, article highlighting the exciting educational opportunities and product information that will be offered during April 18 – 21.

There has certainly been a lot of work going on behind the scenes at NAILD.

- The second level of the Lighting Specialist Program is nearing completion. The first 4 Modules of LS II will have been released by the time this article makes the TLD edition. Modules 4-8 will be completed and released by the beginning of the year.
- NAILD has been discussing with the NAED group about sale of the LSI program to their membership as well as other educational opportunities.
- With help from a survey conducted by David Gordon, we are looking at ways to improve and modernize *Today's Lighting Distributor* publication.
- A huge thank you goes out to Richard White, Andy Poorman, and Shannon Cook for orchestrating the "Panama Promotion"! Imagine, buy products from existing loyal NAILD vendor members and earn money to offset convention attendance expenses. See page 7 of the Oct/Nov/Dec TLD for more details.

Come find out how you will "Chart a New Direction" in your company. We will offer the educational opportunities within our treasure chest of tools waiting for you at the 2010 Convention . . . ideas and information that you will be able to put into action upon your return to your business. See you in April.

Steve Robinson, LC  
NAILD President 2009 - 2010