



2010 NAILD ANNUAL CONVENTION, TRADE SHOW & OCC

APRIL 18 – 21

MARRIOTT BAY POINT RESORT & SPA

“CHARTING A NEW DIRECTION”

SUNDAY, APRIL 18

10:00am – 5:00pm	Registration
12:30 – 4:30 pm	Board meeting
5:00 – 6:00pm	Past Presidents' & Executive Board Meeting
6:00 – 8:00pm	Open Dinner
8:00 – 9:00pm	New Member Cocktail Party (invitation only)
9:00pm	Open Hospitality

MONDAY, APRIL 19

7:00am – 1:00pm	Registration
7:00 – 7:45am	Buffet Breakfast
	Welcome by Steve Robinson, 2009-2010 NAILD President
7:45 – 8:00am	Break (open time)
8:00 – 9:30am	General Session: Karin Iwata / E-Myth Worldwide <i>'The E-Myth Point of View'</i>
9:30 – 9:45am	Beverage Break
9:45am	Spouse / Guest Presentation (<i>Hotel Concierge</i>)
9:45 – 11:15am	Educational Track Sessions (90 minutes each)
	<ul style="list-style-type: none"> • Karin Iwata / E-Myth Worldwide <i>'Applying the E-Myth Perspective: Your Plan for the Business'</i> • Rick Laird / EIKO, Ltd. <i>'Beginner LED Presentation'</i> • Jung Cha / Jordan Carlisle Enterprises Inc. <i>'The Hiring & Downsizing Process'</i>
11:15 – 11:30am	Break (open time)
11:30am	Meet in hotel lobby for golf transportation
12:00pm (shotgun start)	Golf Tournament – Marriott Bayside Meadows Course
1:00 – 4:30pm	Snorkel & Dolphin Swim Sailing Cruise (Alternate Activity)
5:00 – 6:00-pm	Open Time / NAILD-Working
6:00 – 9:15pm	Cash Bar
6:30 – 7:30pm	Opening Dinner
7:45pm	Todd Allen & the FTD Band (Las Vegas style show / entertainment)
9:15pm	Open Hospitality

TUESDAY, APRIL 20

7:00am – 5:00pm	Registration
7:00am	Buffet Breakfast
7:30am	General Business Meeting
	New Member Introductions (following)
	New Candidate Introductions (following)
8:15 – 8:30am	Break (open time)
8:30 – 10:00am	General Session: David Rigot / CoAction Insight Group <i>'Who's in Control? – Taking Charge of Your Sales Process'</i>
10:00 – 10:15am	Beverage Break

10:30am	Spouse & Guest Program – Pier Park Shopping Experience
10:15 – 11:45am	Educational Tracks (90 minutes each) <ul style="list-style-type: none"> • Karin Iwata / E-Myth Worldwide <i>'Systemic Thinking & Solving Recurring Problems in Your Business'</i> • David Rigot / CoAction Insight Group <i>'Who's in Control? – Taking Charge of Your Sales Process' (Con't)</i> • Jung Cha / Jordan Carlisle Enterprises Inc. <i>'The Hiring & Downsizing Process' (repeat)</i> • David E. Weigand / Leviton Mfg. <i>'Lighting Control Technologies and Applications'</i>
11:45am – 12:45pm	Buffet Luncheon
12:00 Noon	New & Value Added Showcase Presentation
12:45 – 1:00pm	Break (open time)
12:45 – 3:45pm	Exhibitor Set-up
1:00 – 2:30pm	Educational Track Sessions (90 minutes each) <ul style="list-style-type: none"> • Karin Iwata / E-Myth Worldwide <i>'Fitting the Pieces Together in Your Business'</i> • Rick Laird / EiKO, Ltd. <i>'Advanced LED Presentation'</i> • David E. Weigand / Leviton Mfg. <i>'Lighting Control Technologies and Applications' (repeat)</i>
2:30 – 2:45pm	Beverage Break
2:45 – 3:45pm	Cracker Barrel Session – (Panel with Track Presenters)
3:45 – 4:20pm	Break (open time)
4:20 – 5:20pm	'OCC' (3 - 20 minute periods at booths)
5:30 – 6:00pm	Product Sprint (New & Value Added Showcase Participants)
6:00 – 7:30pm	Open Floor Trade Show / Reception
7:30 – 9:30pm	Open Evening
9:30pm	Open Hospitality

WEDNESDAY, APRIL 21

6:45am	Vendor & Distributor Meetings (separate)
7:00 – 10:00am	Registration
7:00 – 7:45am	Buffet Breakfast
7:30am	Announcements
7:45 – 8:00am	Break (open time)
8:00 – 11:20am	'OCC' (9 – 20 minute appointments at booth)
11:20 – 11:35am	Break (open time)
11:35am – 12:45pm	Awards Luncheon
	Board Elections
	Installation of Officers
	Committee Sign-up
	NAILD Education Update by Paul Hafner, LC
12:45 – 1:00pm	Break (open time)
1:00 – 2:20pm	'OCC' (4 – 20 minute appointments at booth)
2:20 – 4:30pm	Exhibit Teardown
2:20 – 2:30pm	Break
2:30 – 4:00pm	Business Development Groups (Distributors Only)
7:00 – 10:00pm	Closing TCP Hosted Dinner Party
10:00pm	Open Hospitality

THURSDAY, APRIL 22

8:00pm	Open Hospitality
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