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Bay Point Marriott in Panama City provided an excellent venue for education and networking with our vendor partners and distributor colleagues. The hotel staff was outstanding! There were many highlights for me during our convention but the big standout was the Product Sprint. The Vendors were on their “A” game with their elevator speech presentations, which provided an excellent opportunity to see a number of new products very quickly.

I also wanted to thank the vendors who participated in the Panama Promotion. The Promotion increased the number of distributors that were able to attend the convention and the number of staff representing those companies.

A very special thank you goes out to all of our 2010 convention sponsors. Your continued support of NAILD at the convention is greatly appreciated and is never taken for granted. Thank you.

We have been receiving emails detailing what the convention has done for your business . . . please take a moment and send a note to the headquarters office. I learned a lot during our first Business Development Group (BDG). We are all lighting distributors yet our businesses had many unique differences. Each company discussed one or two things that were helpful in growing their business. It is great to get ideas and be able to ask questions and really get a take-away, I definitely got a few. I heard other good comments from some of the other groups. Let’s use these BDG’s in-between the convention to help each other out, whether it is finding a product or running a job description around for feedback.

The last several years NAILD has been getting YOUR feedback and using it to shape the growth of NAILD with the biggest changes showing up in our last few conventions. Complete your surveys and send us your feedback, we look forward to another great year and finding new ways to create the value proposition for you, our member.

I look forward to serving as this year’s president and if there is anything I can do for you please contact me.

**Steve Espinosa,
NAILD President 2010-2011**