

TUESDAY, JANUARY 30

- 6:30 p.m. **WELCOMING RECEPTION**
Ballroom Foyer, Ballroom Level
- 7:45 p.m. **DINNER**
Refer to your registration materials for location.

WEDNESDAY, JANUARY 31

- 7:45 a.m. **BUFFET BREAKFAST**
The Colonnade, Lobby Level
- 8:45 a.m. **BUSINESS SESSION**
Grand Ballroom, Ballroom Level
- The Biggest Un-Reported News Stories in the World and Why They Are Good News for American Business**
Herb Meyer, Founder, Storm King Press
- The Coming Revolution in Distribution: How to Stay on Top**
Jonathan Byrnes, Senior Lecturer, MIT and Founding Partner & Chairman, Profit Isle Inc.
- What in the World is Going on in Washington?**
Jade West, NAW Senior Vice President of Government Relations
- 12:00 p.m. **NETWORKING LUNCHEON**
The Colonnade, Lobby Level
- 1:00 p.m. **BUSINESS SESSION**
Grand Ballroom, Ballroom Level
- NAW Chairman's Address**
John Tracy, NAW Chairman
- Taking Control of Your Future**
Jim Tompkins, CEO, Tompkins International
- Driving Growth in the Cognitive Era**
David Bauders, President & CEO, Strategic Pricing Associates
- Attracting and Retaining the Next Generation of the Distribution Workforce: Do You Think I'm Sexy?**
Panel Moderator: Mark Kramer, President & CEO, Emeritus, North American Plastics
- Panelists:*
Megan Burke, Manager of Communication & Training, U.S. Lumber
Stacey Hatchell, Builder Outside Sales, Ferguson
Dave Shrigley, Business Development Manager, Revere Electric Supply Co.

WEDNESDAY, JANUARY 31 CONTINUED

- 3:45 p.m. **DISCUSSION ROUNDTABLES**
Refer to your registration materials for location.
- 6:00 p.m. **RECEPTION**
The Colonnade, Lobby Level
- 6:30 p.m. **NAW-PAC RECEPTION & DINNER**
Ticketed event. Visit the NAW Registration Desk for information.

THURSDAY, FEBRUARY 1

- 7:45 a.m. **BUFFET BREAKFAST**
The Colonnade, Lobby Level
- 8:45 a.m. **BUSINESS SESSION**
Grand Ballroom, Ballroom Level
- Official Annual Meeting Business**
John Tracy, NAW Chairman
- Get the Lowdown from Your Distribution Thought Leaders: The NAW Institute Fellows Speak Their Minds**
Panel Moderator: Ron Calhoun, President & CEO, Palmer Donavin, and Chairman of the NAW Institute for Distribution Excellence
- Panelists:*
Mark Dancer, President, Channelvation
Brent Grover, Managing Partner, Evergreen Consulting
F. Barry Lawrence, Program Director, Texas A & M University
J. Michael Marks, Managing Partner, Indian River Consulting
- NAW Economic Forecast 2018-2019**
Alan Beaulieu, NAW Senior Economic Advisor & President, ITR Economics
- 11:00 a.m. **DISCUSSION ROUNDTABLES**
Refer to your registration materials for location.
- 12:30 p.m. **LUNCHEON**
Grand Ballroom, Ballroom Level
- From the Foxhole with Chris Stirewalt**
Politics Editor, FOX News Channel
- 2:00 p.m. **ADJOURNMENT**

**MARK YOUR CALENDAR FOR THE NEXT
NAW EXECUTIVE SUMMIT:
January 29-31, 2019**