

# Thought Leadership Events Designed to Meet Your Distribution-Specific Needs

## from National Association of Wholesaler-Distributors

### Distribution Education To Meet Individual Career Needs

As wholesale distribution continues to become more competitive, the need to implement and deal with change is even greater today for every distribution. Human capital development is essential if distributors are going to be able to respond effectively and rapidly in today's changing landscape. NAW offers a suite of educational opportunities that meet the needs of every individual at your company from newly hired millennials to experienced leaders who want to brush up on their skills and knowledge.

### Management Education

### DISTRIBUTION PROGRAM FOR RISING STARS in partnership with The Ohio State University Fisher College of Business

If you are looking for a full immersion in the principles of distribution management with a focus on finance, marketing, supply chain management, human resources, strategy and improving productivity, look no further than NAW's week-long Distribution Program for Rising Stars offered in conjunction with Ohio State University Fisher College of Business. **Designed for current and future leaders assuming greater department, branch or corporate responsibility. Great for employees at all levels new to distribution.**

### Project Leadership

### NAW MICRO DEGREE in partnership with Texas A&M University



Do you have a team or individual working on a critical company project? Give these key leaders the help they need to lead a project and team by enrolling them in the NAW Micro Degree, offered in partnership with Texas A&M University. Designed for your leaders to help them develop the skills and knowledge they need to become innovation managers, class size is limited to 10-12 to help provide five months of hands-on support following three day of on-campus training. **Designed for employees and teams tasked with leading a company project.**

### Profitability, Growth & Business Capability Development

### Enhanced Networking

### C-Suite Networking and Education

### NAW/ TEXAS A&M CERTIFICATE IN DISTRIBUTION MANAGEMENT

Looking to enhance profitability? Generate and manage growth? Enhance distributor capability development? Then the NAW Certificate in Distribution Management program is the right selection for your team. Three unique week-long, on-campus programs offered at Texas A&M University include Optimizing Distributor Profitability, Generating and Managing Growth, and Distributor Capability Development. Companies may sign up for one, two or three classes, but only students completing all three classes will be awarded the Certificate in Distribution Professional Management. **Designed for current and up and coming leaders responsible for enhancing profitability and generating growth. Perfect for millennials!**

### NAW LARGE AND BILLION DOLLAR ROUNDTABLES

Through NAW's unique and exclusive Roundtable Program, leaders within the distribution industry are provided with intelligence and takeaways that they can't get anywhere else. Roundtable participants leave with a plethora of knowledge when they network with top distribution executives who are their peers and not their competitors, plus takeaways that they can't get anywhere else. Our Large Company Members are wholesaler distributors with sales of \$100 million to \$1 Billion. **Created for Large and Billion Dollar Companies.**



NATIONAL ASSOCIATION OF WHOLESALE-DISTRIBUTORS

### NAW EXECUTIVE SUMMIT

Every January, best-in-class distribution leaders from diverse wholesale distribution lines of trade come together at the NAW Executive Summit in Washington, DC, to find out what the future holds for the wholesale distribution industry. From the General Sessions with industry experts to the Discussion Roundtables with distribution peers, attendees find plenty of inspiration, actionable ideas and "why didn't I think of that" takeaways to bring back to their companies to implement with their teams. **Designed for C-Suite Executives.**

#### To Learn More:

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