



May 15-18, 2022

MAHPBApalooza

ANNUAL CONFERENCE

Sunday May 15

7:30 AM - 8:00 AM **Morning NFI Review Check-In (SEPARATE REGISTRATION IS REQUIRED)**

8:00 AM - 11:30 AM **Core Review**

8:00 AM - 3:00 PM **Hearth Design Specialist Review**

12:00 PM - 12:30 PM **Afternoon NFI Review Check-In (SEPARATE REGISTRATION IS REQUIRED)**

12:30 PM - 4:00 PM **Gas Review**

Pellet Review

Wood Review

Monday May 16

7:00 AM - 8:00 AM **Registration**

8:00 AM - 12:00 PM **NCSG CCP Test Review and Certification Testing (SEPARATE REGISTRATION IS REQUIRED)**

8:00 AM - 5:00 PM **Show Floor Opens**

8:00 AM - 9:00 AM **State of MAHPBA Address**

9:00 AM - 9:30 AM **Networking Break**

9:30 AM - 10:30 AM **BUSINESS: Thinking Out of the Box with your Maintenance Program**
- Ruth King

SALES: Simplifying the Customer Experience: 5 Best Practices to Create a Simplified Customer Experience & Grow Sales
- Sam O'Donnell

9:30 AM - 11:00 AM **TECH: Levels of Inspection for Hearth Professionals**
- Bill Ryan
- Mike Segerstrom

10:30 AM - 11:00 AM **Networking Break**

11:00 AM - 12:00 PM **BUSINESS TBD**

SALES: 7 Step Sales Process: Creating a guide/roadmap for your sales team to master and continually execute
- Sam O'Donnell

TECH TBD



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12:00 PM - 1:00 PM **Lunch Break**

1:00 PM - 2:00 PM **BUSINESS: How to Tell if Your Financial Statements are Wrong in Less than 60 Seconds**

- Ruth King

SALES: The Homeowner Experience: Good Marketing Beyond the Sale

- Brad Good

- Shannon Good

1:00 PM - 2:30 PM **TECH: Fall Hazard Prevention**

2:00 PM - 2:30 PM **Networking Break**

2:30 PM - 3:30 PM **BUSINESS: Electrification**

- Kurt Evers

SALES: How to Thrive in a World of Online Reviews

- Brad Good

- Shannon Good

3:00 PM - 4:30 PM **TECH TBD**

5:00 PM - 7:00 PM **Pool Party and Cornhole Tournament**

Tuesday May 17

7:30 AM - 8:30 AM **Registration**

8:00 AM - 5:00 PM **Gas Fitters Training (SEPARATE REGISTRATION IS REQUIRED)**

8:00 AM - 3:30 PM **Show Floor Opens**

8:30 AM - 10:00 AM **BUSINESS: Strategies to win in a challenging economy**

- Tom Shay

SALES TBD

TECH Open Q&A

10:00 AM - 10:30 AM **Networking Break**



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10:30 AM - 12:00 PM **BUSINESS: Black Ink: cashflow management secrets your accountant never shared**

- Tom Shay

SALES TBD

TECH Open Q&A

12:00 PM - 1:00 PM **Lunch Break**

1:00 PM - 2:00 PM **BUSINESS: Lawsuit Protection, Tax Reduction & Estate Planning for HPB Retailers & Distributors**

- Larry Oxenham

SALES: Team Up for Success!

- Tom Shay

TECH: Fall Protection - Choosing the Right Options

2:00 PM - 2:30 PM **Networking Break**

2:30 PM - 3:30 PM **BUSINESS: Don't Kill Your Golden Goose: Succession Strategies to Protect and Perpetuate Your Business**

- Larry Oxenham

SALES: The Science and Art of Buying

- Tom Shay

TECH TBD

Wednesday May 18

8:00 AM - 5:00 PM **Gas Fitters Training (SEPARATE REGISTRATION IS REQUIRED)**