



2025 ANNUAL CONFERENCE

APRIL 28, 2025

KALAHARI RESORT • POCONO MANOR, PA

Sunday, April 27

2:00 - 4:00 PM

OSHA Ruling and Fall Protection Equipment

Kurt Evers, Superior Fireplace and Garage Door, Inc.
Kerry Schimelfenig, Protective Industrial Products, Inc.

5:00 - 7:00 PM

Welcome Reception with Exhibitors

1:30 - 2:30 PM

Getting Inside the Mind of Your Customer

Heather Hockenberry, Hockenberry Management Consulting

How to Pass the NFI Core Exam

Rich Sedgwick, Executive Director, HPBEF/NFI

Monday, April 28

7:00 - 8:30 AM

Registration and Breakfast with Exhibitors

8:30 - 9:30 AM

How to Use the Proflame 2

Ray Murray, Inc.

How to Identify, Hire, and Train Winning Salespeople

Rob Cackowski, Monsma

Selling Electric Fireplaces

Casey Harvey, Ray Murray, Inc.

9:30 - 10:30 AM

How to Pass the NFI Gas Exam

Rich Sedgwick, Executive Director, HPBEF/NFI

9:30 - 11:00 AM

Minimum Requirements of Inspection for a New Appliance to be Installed

Bill Ryan, Ryan Consulting Group

9:30 - 10:30 AM

The Power of Emotional Intelligence in Business

Heather Hockenberry, Hockenberry Management Consulting

2:30 - 3:00 PM

Networking Break with Exhibitors

3:00 - 4:00 PM

NFI's New Comprehensive Training Programs: How to use them to help with employee onboarding and retention

Rich Sedgwick, Executive Director, HPBEF/NFI

Outdoor Fireplaces and Fire Pits

Haley Carrell, The Outdoor GreatRoom Company

SIT Training

Chris Wolfe, Ray Murray, Inc.

4:00 - 5:00 PM

How to Get Started Selling in the Commercial Space and to Multi-Family Properties

Mike Campeggio, The Fireplace People

Electrification Class

Kurt Evers, Superior Fireplace and Garage Door, Inc.
Ron Kessner, Fireplaces Plus, Inc.

Dexen Training

Chris Wolfe, Ray Murray, Inc.

10:30 - 11:00 AM

Networking Break with Exhibitors

11:00 AM - 12:00 PM

Fireplace Products

Noah Seyfert, Hearth & Home Technologies

Ventilation and Make-Up Air: What it is and Why it Matters for Hearth Systems

Brian Barclay, RM Manifold Group

Outdoor Furniture 101

Brad Evans, Real Market Solutions

12:00 - 1:30 PM

MAHPBA Membership Meeting and Attendee Lunch, Time with Exhibitors

1:30 - 3:00 PM

OSHA Silica Update and Respiratory Equipment

Jeff Ritter, Compliance Assistance Specialist,
OSHA Authorized Outreach Trainer
Kerry Schimelfenig, Protective Industrial Products, Inc.

GET READY FOR SOME FUN! THERE WILL BE RAFFLES AND GAMES HAPPENING ALL DAY IN THE EXHIBIT HALL, GIVING YOU PLENTY OF CHANCES TO WIN AMAZING PRIZES. MAKE SURE TO STICK AROUND UNTIL THE VERY END—THAT'S WHEN WE'LL BE HANDING OUT THE BIGGEST PRIZES. YOU WON'T WANT TO MISS IT!

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