



# 2025 ANNUAL CONFERENCE

**APRIL 28, 2025**

KALAHARI RESORT • POCONO MANOR, PA

## SCHEDULE

### 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** ■ **SIT Proflame 2 Overview**  
*Chris Upchurch, Northeast Distribution*

■ **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 for Inspection**  
*Bill Ryan, Ryan Consulting Group*

**9:30 - 10:30 AM** ■ **The Power of Emotional Intelligence in Business**  
*Heather Hockenberry, Hockenberry Management Consulting*

**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.*

**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*

■ **OGC Outdoor Fire**  
*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*

■ **MAHPBA Town Hall: Navigating Legislation, Electrification, and Industry Challenges**  
*MAHPBA Government Affairs Team*

■ **Dexen Training**  
*Chris Wolfe, Ray Murray, 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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SALES

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