



# SCHEDULE

**2025**  
**ANNUAL CONFERENCE**  
**APRIL 28, 2025**  
 KALAHARI RESORT • POCONO MANOR, PA

## Monday, April 28

**7:00 - 8:30 AM Registration and Breakfast with Exhibitors**

**8:30 - 9:30 AM** ■ **The Power of Emotional Intelligence in Business**  
*Heather Hockenberry, Hockenberry Consultants*

■ **Selling Electric**  
*Casey Harvey, Ray Murray, Inc.*

■ **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**  
*Copperfield*

**9:30 - 10:30 AM** ■ **How to Train New Salespeople/How to Identify and Hire Winning Salespeople**  
*Rob Cackowski, Monsma*

■ **How to Use the Proflame 2**  
*RMI*

**2:30 - 3:00 PM Networking Break with Exhibitors**

**3:00 - 4:00 PM** ■ **Apprentice Program**  
*Rich Sedgwick, Executive Director, HPBEF/NFI*

■ **Outdoor Fireplaces and Fire Pits**  
*Haley Carrell, The Outdoor GreatRoom Company*

■ **Dexen 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*

■ **TBD**  
*Speaker*

■ **How to Pass the NFI Core Exam**  
*Rich Sedgwick, Executive Director, HPBEF/NFI*

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

**11:00 AM - 12:00 PM** ■ **Patio Furniture 101/How to Add Patio to Your Store**  
*Brad Evans, Real Market Solutions*

■ **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*

**12:00 - 1:30 PM MAHPBA Membership Meeting and Attendee Lunch, Time with Exhibitors**

**1:30 - 2:30 PM** ■ **Gas Bans and How to Adjust Your Business Accordingly**  
*Kurt Evers, Superior Fireplace and Garage Door, Inc.*

■ **Meeting the Customer Where They're At**  
*Heather Hockenberry, Hockenberry Management Consulting*

■ **SIT Training**  
*Chris Wolfe, Ray Murray, Inc.*

MISC

SALES

TECHNICAL