



Schedule - AIM/R Virtual Meeting 2020

Thursday, October 22, 2020

Central Daylights Time (CDT) - 9.11.2020

Time	Event/Session	Presenter(s)
9:30:00 AM	Participants join.	
9:45:00 AM	Host Opening Remarks / Participation Guidelines for Virtual Meeting	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
9:58:00 AM	Introduction: Rep Education - 3 Concurrent Sessions in Classrooms	Charlie Parham, CPMR, Pepco Sales & Marketing
10:00:00 AM	Concurrent Session - Technology - Classroom #1	Jeff Blair, President, Barclay Sales & AIM/R Board of Directors; Jon Wiggs, CPMR, CSP, President, Wiggs-Hahn & Bohan & AIM/R Board of Directors
10:00:00 AM	Concurrent Session - Reporting & Big Data - Classroom #2	Jennifer Rodriguez, CPMR - Marsh & Moore; Matt Guidish - Preferred Sales, Inc.
10:00:00 AM	Concurrent Session - Best Practices for Reps in COVID-19 World - Classroom #3	TBD - Harry Warren; Eric Garrington, CPMR, Corbett, Wingard, & Ray
10:45:00 AM	A word from our Sponsor... Gamification & Giveaways	HOSTS: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors + Kaitlin O'Brien, AIM/R Association Coordinator
10:55:00 AM	Guidelines for Vendor Exhibits	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
11:00:00 AM	Vendor Exhibits/Break	Vendors
11:30:00 AM	Guidelines for R.I.S.E. (Rep Roundtable)	HOSTS: Jessica Kolaitis, CPMR, Tim Morales & Associates, Inc. & Jeff Blair, Barclay Sales
11:45:00 AM	R.I.S.E (Rep Roundtable) - Classrooms	Classroom Leaders (several)
1:15:00 PM	A word from our Sponsor... Gamification & Giveaways	HOSTS: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors + Kaitlin O'Brien, AIM/R Association Coordinator
1:25:00 PM	Guidelines for Vendor Exhibits	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
1:30:00 PM	Vendor Exhibits/Break	Vendors
2:00:00 PM	AIM/R Membership Town Hall	AIM/R Executive Committee Members
2:30:00 PM	Guidelines for Vendor Exhibits	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
	Vendor Exhibits/Break	Vendors
3:00:00 PM	AIM/R Awards, Leadership Transition, and 2021 Annual Conference Announcement	Emcee: Mike Mullen, CPMR, AIM/R President
3:30:00 PM	AIM/R Happy Virtual Hour	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
4:30:00 PM	HOST Closes Day	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors



Schedule - AIM/R Virtual Meeting 2020

Friday, October 23, 2020

Central Daylights Time (CDT) - 9.10.2020

Time	Event/Session	Presenter(s)
11:45:00 AM	Participants join.	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
12:00:00 PM	Welcome & Opening Remarks for Day 2	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
12:05:00 PM	A word from our Sponsor... Gamification & Giveaways	HOSTS: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors + Kaitlin O'Brien, AIM/R Association Coordinator
12:15:00 PM	Wholesaler Update - Ferguson	Presenters: Todd Young, Vice President of Commercial, Garland Williams, Vice President of Residential Trade & Counter, and Kristen Elder, Vice President of Showroom & Builder Business - Ferguson
12:45:00 PM	Live Q&A	Presenters: Todd Young, Vice President of Commercial, Garland Williams, Vice President of Residential Trade & Counter, and Kristen Elder, Vice President of Showroom & Builder Business - Ferguson
1:00:00 PM	A word from our Sponsor... Gamification & Giveaways	HOSTS: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors + Kaitlin O'Brien, AIM/R Association Coordinator
1:10:00 PM	Wholesaler Update - Emco/Hajoca	Rick Fantham, President & CEO, Emco/Hajoca
1:40:00 PM	Live Q&A	Rick Fantham, President & CEO, Emco/Hajoca
1:55:00 PM	A word from our Sponsor... Gamification & Giveaways	HOSTS: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors + Kaitlin O'Brien, AIM/R Association Coordinator
2:00:00 PM	Wholesaler Update - Winsupply	Presenter: Rob Ferguson, President, Winsupply Local Company Goup for Winsupply, Inc.
2:30:00 PM	Live Q&A	Presenter: Rob Ferguson, President, Winsupply Local Company Goup for Winsupply, Inc.
2:45:00 PM	Guidelines for Vendor Exhibits	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors
2:50:00 PM	Vendor Exhibits/Break	Vendors
3:15:00 PM	Guidelines for R.A.M. (Rep and Manuf. RoundTable) - Classrooms	HOSTS: Jessica Kolaitis, CPMR, Tim Morales & Associates, Inc. & Jeff Blair, Barclay Sales
3:25:00 PM	R.A.M. (Rep and Manuf. RoundTable) - Classrooms	Classroom Leaders (several)
4:45:00 PM	Closing Remarks - AIM/R Virtual Meeting 2020	HOST: Michelle Lewnes-Dadas, CPMR, AIM/R Board of Directors