

# 2017 MAHPBA Annual Meeting Schedule

Color Codes: **Safety/Health/Liability** **Technical** Dealer Training **Elective** NFI  CEUs Available

<b>SUNDAY, JUNE 4 9am-5pm Pre-Conference <b>Fall Protection Authorized Person Training</b> Cheryl Scanlon-Zinner</b>  NFI CEUs 6 Safety/Health/Liability & CSIA CEUs 6 Health & Safety <b>SOLD OUT!</b>			
<b>MONDAY, JUNE 5 - Breakfast 7-8:30am Vendor/Dining Area</b>			
<b>8:30-10am</b> <b>Integrating Social Media Into Your Marketing Mix</b> Shannon Good  NFI 1.5 Elective CSIA 1.5 Comm & Liab	<b>8:30-10am</b> <b>The Fireplace is Talking. Are you Listening? Part 1</b> Bill Ryan  NFI 1.5 Technical CSIA .5 Tech/.75 Codes & Stds/.25 Comm & Liability	<b>8:30-9:30am</b> <b>Navigating Sales-Use Taxes for the HPB Industries</b> James Knight  NFI 1 Elective CSIA 1 Business	<b>8:30-10am</b> <b>Government Affairs: Challenges &amp; Opportunities</b> Ryan Carroll  NFI 1.5 Elective CSIA 1.5 Business
<b>10-10:15am Break set up outside of Laurel East or West</b>			
<b>10:15-11:45am</b> <b>Power Sweeping</b> Bob Fish  NFI 1.5 Elective CSIA 1.5 Technical	<b>10:15-11:15am</b> <b>Zero Net Energy (ZNE)</b> Ryan Carroll/ Andrea Papageorge  NFI 1 Elective CSIA 1 Business	<b>10:15-11:45am</b> <b>The Fireplace is Talking. Are you Listening? Part 2</b> Mike Segerstrom  NFI 1.5 Technical CSIA .5 Technical/.5 Codes & Stds/.5 Comm & Liability	<b>10:15-11:45am</b> <b>Don't Let Online Competition Snuff Your Sales</b> Shannon Good  NFI 1.5 Elective CSIA .75 Business/.75 Comm & Liab
<b>11:45am-1pm Lunch Vendor/Dining Area</b>			
<b>1-2:30pm</b> <b>Qualifying the Hearth Appliance Buyer</b> Suzanne Turner  NFI 1 .5 Elective CSIA 1.5 Communication & Liability	<b>1-2:30pm</b> <b>Codes &amp; Standards 101</b> Andrea Papageorge  NFI 1.5 Technical CSIA 1.5 Codes & Standards	<b>1-2:30pm</b> <b>Unleash Your Full Potential</b> Rich Sedgwick  NFI 1.5 Safety/Health/Liability CSIA 1.5 Health & Safety	
<b>2:30-6pm Exhibitor Showcase OPEN! (Exhibitor Set up 7am-2pm)</b>			
<b>4-5:30pm Reception - Cocktails - Vendor/Dining Area</b>			
<b>5:30-7pm Reception - Heavy Hors d'oeuvres - Vendor/Dining Area</b>			
<b>6:30-11pm Cornhole Tourney - Vendor/Dining Area</b>			
<b>TUESDAY, JUNE 6 - Breakfast 7-8:30am Vendor/Dining Area</b>			
<b>8:30-10am</b> <b>Hearth &amp; Home Technologies Dealer Training (HHT Dealers Only)</b> Tim Manning  NFI 1.5 Elective CSIA .75 Tech/.75 Comm & Liab	<b>8:30-10am</b> <b>Working with Olympia Chimney's Direct Ventis System (Retailers &amp; Sweeps Only)</b> Steve Penatzer  NFI 1.5 Technical CSIA .75 Codes & Stds/.75 Tech	<b>8:30-10am</b> <b>EPA's NSPS Influence on Stove Design &amp; Sales</b> Chris Neufeld  NFI 1.5 Elective CSIA .5 Technical/.5 Codes & Stds/.5 Business	<b>8:30-10am</b> <b>Outdoor Living Products for the Hearth Shop</b> Empire Distributing No CEUs
<b>10am -- Morning Classes Done...Time to visit the Exhibitors!</b>			
<b>11am-12:30pm</b> <b>Tapping the Profits in Masonry Chimneys</b> Russ Dimmitt  NFI 1.5 Elective CSIA .75 Technical/.75 Business	<b>10am-12:30pm Exhibitor Showcase OPEN!</b>		<b>11am-12:30pm</b> <b>Hearth &amp; Home Technologies Wholesale Presents the New Majestic Brand</b> Randy Wendolek  NFI 1.5 Elective CSIA 1.5 Business
<b>12:30-1:45pm Lunch Vendor/Dining Area</b>			
<b>1:45-3:15pm</b> <b>Intro to Fire Investigations</b> Leo Herrmann  NFI 1.5 Safety/Health/Liability CSIA 1.5 Comm & Liab	<b>1:45-3:15pm</b> <b>Solid Fuel Inserts in Factory Built Fireplaces – A Closer Look</b> Bill Ryan/Mike Segerstrom  NFI 1.5 Technical CSIA .75 Codes & Stds/.75 Comm & Liability	<b>1:45-3:15pm</b> <b>If You Show It, They Will Buy It</b> Napoleon Products Hot Spots Presentation  NFI 1.5 Elective CSIA .75 Business/.75 Comm & Liability	
<b>3:30-5:30pm</b> <b>GAS Update &amp; Reinforcement</b> Shannon Rodgers  NFI 2 Technical CSIA 1 Technical/.25 Codes & Stds/.25 Health & Safety	<b>3:30-5pm</b> <b>PELLET Update &amp; Reinforcement</b> Suzanne Turner  NFI 1.5 Technical CSIA 1 Technical/.25 Codes & Stds/.25 Health & Safety	<b>3:30-5pm</b> <b>WOOD Update &amp; Reinforcement</b> Joel Curtis  NFI 1.5 Technical CSIA 1 Technical/.25 Codes & Stds/.25 Health & Safety	<b>3:30-5pm</b> <b>By the Numbers – Why Repairing Factory Built Fireplaces Makes No \$en\$e</b> Bill Ryan/Mike Segerstrom  NFI 1.5 Technical CSIA .5 Tech/.5 Codes & Stds/.5 Bus
<b>WEDNESDAY, JUNE 7 8am-5pm NFI Reviews &amp; Exams (All Fuel Types) NFI Registration Required!</b>			