

2020 Residential Construction Industry Conference

Thank you to our Premier Sponsor!



Monday February 3, 2020

	Building Science Stream	Interior Design Stream	Leadership Stream	Sales Bootcamp
Timelines	Room Sponsor: All-Fab Building Components	Room Sponsor: Telus	Room Sponsor: Fancy Windows/Doors/Moldings	
7:30am-8:30am	Registration/Morning Pastries & Coffee			
8:30am-9:00am	Keynote Kickoff			
9:15am-10:30am	Gord Cooke "Net Zero Energy"	Kelly Inglis "Is this enough light?"	Marvin Washington "Finding your purpose and passion"	Sales Bootcamp (Part One) -Demographics -Driving Traffic -Builder/Realtor Relationships
10:30am-11:00am	Energy Break on Exhibitor Floor			
11:15am-12:30pm	Darrell Paul "Attic Rain - More than just attics"	Kristina Lynne "Business Side of Design"	Stacey Berger "Full Spectrum Success"	
12:30pm-1:15pm	Lunch			
1:30pm-2:45pm	Gord Cooke "Strategies for Home Comfort"	Tracy Fortin "How to be the designer that every client raves about"	Marvin Washington "Need to know where have been to figure out where you are going: how to become a reflective leader"	Chad Banman "Wondering why you are not closing your share of the business in this economy? Building a successful sales process that closes more sales." -Elements of an Up-Front Contract -Uncovering the Prospect's Budget -Closing the Sale (Fulfillment & Post-Sell)
3:00pm-4:15pm	Insulated Concrete Forms (ICF) with Foundation "Carlos Craveiro - Beaver Plastics"	Aness Handous "SOUL SPACE - Connecting our well-being and our surroundings"	Corey Poirier "Surviving and Thriving in a New Economy"	

Tuesday, February 4, 2020

	Building Science Stream	Building Science Stream	Leadership Stream	Sales Bootcamp
Timelines	Room Sponsor: All-Fab Building Components	Room Sponsor: Telus	Room Sponsor: Fancy Windows/Doors/Moldings	
7:30am-8:30am	Registration/Morning Pastries & Coffee			
8:45am-10:00am	Gord Cooke "Indoor/Outdoor Air Quality"	Gary Hoeft "Controlling Costs/Controlling Variances"	Bob Claxton "What is Leadershifit and How Does it Work?"	Sales Bootcamp (Part Two) -Selling Through Cycles -Construction 101 -Negotiation Tactics
10:00am-10:30am	Energy Break on Exhibitor Floor			
10:45am-12:00pm	Darrell Paul "ASTC - Sound Construction for Reducing Construction Sound"	Dean Doige "The Present and Future of Artificial Intelligence"	Bob Claxton "5 Problems Everyone has with Person Growth - How to Solve Them"	
12:00pm-12:45pm	Lunch			
1:00pm-2:15pm	Matthew Armstrong "New Code Inclusive of Barrier Free"	Framing Optimization: Balancing Structural Integrity, Energy Efficiency, and Cost Effectiveness Cory McCambridge	"The Customer is Watching. Are YOU?" Rick Zolmer, Bob Moon, Colin Wilson	
2:30pm-3:45pm	Darrell Paul "Depressurization in Air Tight Homes - Will your House Implode"	Tom Berkhout & Juan Monterrosa (City of Edmonton) "City of Edmonton's Emmissions Neutral Building Strategy: Overview and Industry Input"	Corey Poirier "Better Life Formula"	
4:00pm-5:00pm	Wine & Cheese Reception on Exhibitor Floor			
5:00pm-9:00pm	Registration & Economic Forecast Dinner			

