

AGENDA

ELEVATE
commit to the climb

SATURDAY, DECEMBER 3

Board of Directors Breakfast Meeting | 7:00-11:00AM
Honeywell Liaison | 7:00-9:30 AM
Johnson Controls Liaison | 9:45-11:45
Women in HVACR Networking Event | 2:00-5:30PM
Conference Orientation | 4:30-5:15PM
Councils & Committees Chair Prep | 5:00-5:30PM
Distributor Town Hall | 5:30-6:30PM
Supplier & Rep Town Hall | 5:30-6:30PM
Opening Reception/Silent Auction | 7:00-9:00PM
Canadian Interests Reception | 9:15-10:15PM
Emerging Leaders Reception (program attendees only) | 9:15-10:15PM

XX This year's conference offers three tracks to help you expand your skill sets in multiple ways.



assets

The entirety of assets that a company possesses

SUNDAY, DECEMBER 4

7:30-9:30AM

HARDI Executives' Breakfast & Featured Speaker: Jon Melchi "Political Year in Review"

Plenary & Membership Awards (Program begins at 8:00AM)

Solutions Center | 7:30-4:30PM

Emerging Leaders Program | 8:15-11:15AM

HALO Board Meeting | 9:00AM-12:00PM

Sponsored Break | 9:30-9:45AM

9:45-11:00AM

Marty Clarke "Leadership Land Mines"

"Collaborative Commerce: Improve Your Profits with Better Customer Service"

Sofie Miller "True Cost of Energy Efficiency"

Controls Council Meeting (Distributors Only) | 9:45-11:00AM

11:15AM-1:15PM

Luncheon Keynote: Aron Ralston "127 Hours: Between a Rock & a Hard Place"

(Program begins at 11:45AM)

1:30-2:45PM

Ductless Products Discussion

The Bluff Brothers "Top Marketing Strategies to Successfully Grow Your Business in 2017"

Karl Manrodt & WERC "Metrics, Benchmarking and Best Practices: Increasing DC Productivity & Efficiency for Better Logistics"

Hydronic Products Discussion | 1:30-2:45PM

Manufacturer Rep Forum & Speaker | 1:30-2:45PM

Membership Forum | 1:30-2:45PM

Social Welcome Reception | 2:30-4:30PM

Sponsored Break | 2:45-3:00PM

3:00-4:15PM

Featured Speaker: Marc Dunkelman "The True Roots of Gridlock in Washington"

Ducted Products Discussion

Emerging Technologies Products Discussion | 3:00-4:15PM

Impact Forum | 3:00-4:15PM

Supplier Forum | 3:00-4:15PM

Press Conference | 4:15-5:15PM

HARDIPAC Reception | 5:30-7:00PM

Hospitalities | Evening



actions

The methods in which business operate



analytics

The growing importance of how to use benchmarks and intel to improve members businesses

MONDAY, DECEMBER 5

8:00-10:15 AM

HARDI Breakfast Program, Supplier Awards & Featured Speakers: “Home Automation – Who Owns the Wall?”

(Program begins at 8:30AM)

Solutions Center | 8:00AM-12:00PM

Social Networking Breakfast/HALO Business Meeting | 9:00-10:30AM

Sponsored Break | 10:15-10:30AM

10:30-11:30 AM

Nick Reuhs “Cyber & Product Liability”

Nancy Combs “Managing the Impact of the Top Ten HR Challenges for 2016”

Brad Johnson “HARDI Foundation Research Findings: A Road Map for HVACR Digital Content and Commerce”

Former Presidents Meeting | 10:30-11:30AM

12:00-1:45

Luncheon Keynote: Karl Rove “America’s Challenges: Analysis & Predictions About America’s Future”

(Program begins at 12:30PM)

Optional Activity: United States Air Force Academy and Garden of the Gods Tour

\$95. Lunch not included. | 12:00-4:30PM

Booth Program | 2:00-5:30PM

President’s & Former Presidents’ Reception (by invitation) | 6:00-7:00PM

Hospitalities | Evening

TUESDAY, DECEMBER 6

HALO/HARDI Charity Walk | 7:00AM

8:00-10:00AM

HARDI Executives’ Breakfast Program, General Membership Meeting & Featured Speaker:

Jeff Ma “21 and Other Numbers That Changed My Life: Harnessing the Power of Analytics”

(Program begins at 8:30AM)

Social Friendship Breakfast | 8:00-9:00AM

Optional Activity: Shopping Shuttle to Old Colorado City and Manitou Springs

\$75. Lunch not included. | 10:00AM-3:00PM

Break | 10:00-10:15PM

10:15-11:30 AM

Rajan Rajendran “Refrigeration & Energy Regulations Update”

Nick Benton “HARDI Member Case Studies in Professional Development”

Connor Lokar & Dan Vida “The Commercial Construction Market in 2017 and the Influence on the Unitary Market Demand”

NATE Training and Testing: Value to HVACR Distributors and the Industry | 10:15-11:30AM

Sheet Metal Committee | 10:15-11:130M

11:45AM-1:45PM

Luncheon Keynote: Alan Beaulieu “The Economic Outlook”

(Program begins at 12:15PM)

2:00-3:00PM

Sid & Aaron Strickland “Hunting Down High-Potential Talent and Future Leaders”

ITR “Trends – Regional Economic Forecasts 1-NE/Mid-Atl & 2-Central/Great Lakes”

Break | 3:00-3:15PM

3:15-4:15PM

Sid & Aaron Strickland “Hunting Down High-Potential Talent and Future Leaders”

ITR “Trends – Regional Economic Forecasts 3-SE & 4-SW/West”

Reception | 6:00PM

Closing Festivities/Passing of the Gavel | 7:00PM