



## AGENDA

### Friday, Jan. 11, 2019

- 7:30 AM**      **Registration / Breakfast**
- 8:00 AM      *NRCA's 2019 Initiatives: Get Involved, Keep your Workers, and Elevate the Roofing Industry*  
**Jared Ribble, NRCA**
- 9:00 AM      *State of the State - Roofs*  
**J. Alan Robertson, AIA**
- 10:00 AM**      **Refreshment Break**
- 10:15 AM      *Predictable Revenue: Getting of the Revenue Rollercoaster*  
**Ryan Groth, Construction Sales Technology**
- 11:30 AM**      **Networking Lunch**  
**All Welcomed**
- 12:45 PM      *What Every Roofer Should Know But is Afraid to Ask*  
**Liz Tipping, JD, Cotney Construction Group**
- 1:30 PM      *Awareness and Response to Active Shooter Threats*  
**Brink Fidler, Founder & President of Defend Systems**
- 2:15 PM**      **Break**
- 2:30 PM      *How to Start (or Grow) A True Service Company*  
*Part 1: What You Need to Know that You Don't Know*  
**Greg Haynes, CEO of Hayne Coaching Group, Inc.**
- 3:30 PM      *Part 2: Just what is Great Service?*  
**Greg Haynes, CEO of Hayne Coaching Group, Inc.**
- 4:30 PM      Adjourn

**4:45 – 6:00 PM Joint Reception with NWIR TN Chapter**

### Saturday, January 12, 2019

- 8:00 AM**      **Continental Breakfast**
- 8:00 AM      NWIR TN Chapter
- 9:00 AM      Associate Members Meeting
- 10:00 AM      Board Meeting