

## Why Attend?

This program is for owners, managers and key LBM personnel.

The programs are for everyone—lumber and building material dealers and their suppliers.

If you want to learn more about your industry and find better ways to operate, this program is for you. You'll pick up excellent ideas for managing your company today and into the future.

You'll also be sure to pick up ideas from the others who attend, as we annually attract the best and brightest dealers in our area. It's always great to talk with others about problem solving and issues to get fresh ideas and a new perspective.



# Fall Leadership Conference October 4-6, 2017

## WHERE SUCCESSFUL DEALERS MEET

Make plans to join us in Kansas City October 4-6th for the first ever joint conference with dealers from MLA and the Mountain States Lumber & Building Material Dealers Association. We will be bringing our dealers together to network, fellowship, and most important, to learn about leadership skills that will help propel our respective organizations to the next level and beyond.

### Wednesday, October 4

5:30-6:45 p.m.—Welcome Reception at Boulevard Brewery

7:00 p.m.—Dine-Around Country Club Plaza

### Thursday, October 5

7:00-7:45 a.m.—Breakfast (Invitation only)

8:00-11:55 a.m.—Board Meetings (Invitation only)

12:00-12:55 p.m.—Lunch

1:00-1:45 p.m.—Tony Misura, Misura Group LLC

2:00-2:45 p.m.—Bill Male, Tax Favored Benefits

3:00-4:00 p.m.—Ed O'Malley, Kansas Leadership Center

4:00-4:30 p.m.—Patrick Connor, Husch Blackwell LLC

5:30-8:00 p.m.—Reception/Dinner—Jonathan Paine, NLBMDA and

KEYNOTE SPEAKER—Kevin Hancock, Hancock Lumber

8:00 p.m.—Live Music by The Hardwood Ramblers and a Special Guest

### Friday, October 6

7:00-7:45 a.m.—Breakfast—Chris Kuehl, Armada Corporate Intelligence

8:00-9:30 a.m.—Rick Davis, Building Leaders Inc.

9:45-10:45 a.m.—Craig Webb, *Remodeling* and *ProSales*

11:00-Noon—Troy Harrison, "The Sales Navigator," Troy Harrison and Associates

12:00-1:00 p.m.—Closing Lunch—Sponsored by Federated Insurance

## Hotel

Our headquarters hotel is the Kansas City Marriott/Country Club Plaza. We negotiated a fantastic rate of \$179 per night, single or double occupancy. Reservations may be made through the hotel link on our website under the Event tab, ([www.themla.com](http://www.themla.com)) or by calling the hotel at (800) 810-3708.

Guests must call before the September 13 cut-off date and request the "Mid-America Lumbermens Association rate." On the cut-off date, rates will return to their regular level.

### SPONSORS—8/15/17

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