



**2019 Seattle Spring Conference  
Hyatt Regency Lake Washington  
April 8-11, 2019**

**Monday April 8**

<b>8-11:30 am</b>	Executive Boardroom	<b>Advisory Council Meeting</b>
<b>10 am-5 pm</b>	Grand Ballroom Foyer	<b>Member &amp; Vendor Conference Registration</b>
<b>9-11:30 am</b>		<b>Introducing NMS Express for FAST Dealer Automation Adoption (Optional) – Keith Tobias, CEO &amp; Jodi Tramontin, CMKBD. Director of Dealer Implementation &amp; Education</b> – this operateIT training session will demonstrate how quickly and easily MNS Express can be implemented within your operation with virtually NO preliminary set up. Learn about the latest features and how to quickly take advantage of the most powerful SEN NMS functions from initial lead inquiry, through the centerpiece Good-Better-Best (GBB) budgeting module, and all the way to contract writing.
<b>12-3:30 pm</b>		<b>Bellmont Factory Tour</b>
<b>12-5 pm</b>	Grand Ballroom	<b>Vendor Partner Tabletop Setup</b>
<b>1-4:15 pm</b>		<b>NMS Roundtable and/or Jodi one-on-ones</b>
<b>4:30-5:30 pm</b>	Bellevue 1	<b>Orientation – New Member &amp; Guests</b>
<b>4:30-5 pm</b>	Seattle or Rainer	<b>Orientation – New Vendor Partner &amp; Vendor Partner Personnel</b>
<b>5:30-8:30 pm</b>	Mercer Terrace	<b>Cheers to 25 Years!! – Featuring Craig Karges</b> Come celebrate with us! Enjoy cocktails and plentiful hors d'oevers while mingling with your industry peers! You will be treated to the wonder of Craig Karges who combines the art of magic with the science of psychology and the power of intuition to create the impression that nothing is impossible. As seen on The Tonight Show, CNN, CNBC, Fox News, Lifetime and E!, Craig will deliver an unforgettable presentation which will awaken participants to the possibility of reaching their full potential and experiencing the extraordinary!

## Tuesday April 9

<b>8-9 am</b>	Lake Washington	<b>Opening Session &amp; Kickoff</b> – Start the conference off on the right foot with a presentation on the status of SEN and see who takes home the Spring Conference Awards
<b>9 am-12 pm</b>	Grand Foyer	<b>Member &amp; Vendor Conference Registration</b>
<b>9 am-1 pm</b>	Grand Ballroom	<b>Vendor Partner Tabletop Setup</b>
<b>9:10-11:20 am</b>	Lake Washington	<b>Product Seminars – Part 1</b>
<b>11:30 am-12.30 pm</b>	TBD	<b>Workshop #1 –Kitchen Cousins Anthony Carrino &amp; John Colaneri (Topic TBD)</b> - Anthony and John host HGTV's Kitchen Cousins and most recently, collaborate with Ellen DeGeneres on her new web series The Build Up.
<b>12:40-2:10 pm</b>	Lake Washington	<b>Luncheon &amp; Keynote Presentation – Rebecca Alexander</b> An author, psychotherapist, group fitness instructor and disability rights advocate, Rebecca is also almost completely blind and deaf yet has accomplished more than one would ever think possible given her disability. Having summited Mount Kilimanjaro, been an Olympic Torch Bearer at the 1996 Atlanta games and swam from Alcatraz to shore in the San Francisco Bay, her sense of adventure and upbeat outlook have motivated her to push beyond her perceived limitations. Let her story inspire you to challenge yourself and overcome your fears.
<b>2:20-3:20 pm</b>	Bellevue	<b>Workshop #2 (Sales &amp; Management) – “How My Business Became So Successful”</b> In celebration of our 25 <sup>th</sup> Anniversary as the industry's first buying and business development group, this workshop features the success stories of several veteran members who will be interviewed live on stage. You will hear about their biggest challenges to scaling operations, when was their companies' inflection point, team member additions that were key, whether a mentors influence played an important role, what they felt was their best entrepreneurial quality, when they joined the group and why, their most vivid early SEN experience, which SEN vendors and assets were instrumental, what financial metric was most critical to achieve, and what keeps them in the group today!
<b>3:30-5:40 pm</b>	Grand Ballroom	<b>Vendor Partner Table-To-Table Meetings - Part 1</b>
<b>5:40-6:30 pm</b>	Grand Ballroom	<b>Extra Innings Reception</b> - Visit with a Vendor Partner you need more time with and take advantage of the show specials they have to offer!

## Wednesday April 10

<b>7:30-8 am</b>	Lake Washington	<b>Coffee Talk</b>						
<b>8-9:45 am</b>	Lake Washington	<b>Product Seminars – Part 2</b>						
<b>10 am-12:10 pm</b>	Grand Ballroom	<b>Vendor Partner Table –to Table Meetings – Part 2</b>						
<b>12:15-1:00 pm</b>	Lake Washington	<b>Lunch</b>						
<b>1:10-2:10 pm</b>	TBD	<b>Workshop #3 – Matt Muenster</b> (TBD) Matt is a designer, contractor and business owner. His professional experience includes hosting shows on DIY and HGTV Network, including “Bath Crashers” and BATHtastic!.						
<b>2:30-3:45 pm</b>	Bellevue I	<b>Vendor Partner Roundtable</b>						
<b>2:30-6 pm</b>	Seattle	<b>Sales/Design Interactive Forum (with Kitchen Cousins &amp; Matt Muenster)</b> This program will discuss current sales and design challenges. Participants will be split into groups; brainstorm and have a “captain” present their solutions. This interactive session allows for collaboration and great ideas for a common sales and design related process.						
<b>2:30-6 pm</b>	Various Rooms	<b>Dealer Roundtables*</b>						
		<table border="0" style="width: 100%;"> <tr> <td style="width: 50%;">Group A – West Seattle</td> <td style="width: 50%;">Group D – Adams</td> </tr> <tr> <td>Group B – Executive Boardroom</td> <td>Group E – (Need)</td> </tr> <tr> <td>Group C – Rainier</td> <td>Group F - Bellevue II</td> </tr> </table>	Group A – West Seattle	Group D – Adams	Group B – Executive Boardroom	Group E – (Need)	Group C – Rainier	Group F - Bellevue II
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## Thursday April 11

<b>8-9 am</b>	TBD	<b>Seminar: Shawn Ellis – “The Moment Matters”</b> In today’s rapidly changing, highly demanding business world, it’s no secret that leaders are struggling to keep morale up while their people are constantly striving to “do more, faster”. It’s been said that we live in the Age of Distraction, in a state of Continuous Partial Attention. So, no wonder we struggle to do what we know we should do. After this seminar, you will be equipped with the strategies to combat fatigue, distractions, endless thoughts, and everything else that threatens to rob us of this moment so you can focus on what matters most.
<b>9:15-12 pm</b>	Grand Ballroom	<b>Vendor Partner Table-To-Table Meetings – Part 3</b>
<b>12 pm</b>	Grand Ballroom	<b>Member Drawing</b>
<b>12:15 pm</b>	Grand Ballroom	<b>Vendor Partner Tabletop Teardown</b>

\* Please note this is a working agenda and subject to change.

Thank you to all of our sponsors – more to come!

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