



Registration & Education Agenda for the 2020 Summer Conference

All Education Sessions Included in one Registration Fee

Wednesday July 22nd

3:00PM Conference Keynote: Taking the Helm- Leading your Crew through Troubled Waters

Leveraging decades of military and civilian leadership experience, Dave Rosenberg creates leaders out of managers. Improve your tactical leadership skills in this powerful session. Dave will cover how to identify and train future leaders, effective “hands-off” management and how to inspire while holding people accountable.

Speaker:

Dave Rosenberg is the founder of Locked on Leadership. As a Naval Flight Officer flying F-14’s off the deck of the USS Independence, Dave learned the value of efficient and repeatable systems: how habit patterns and training allow for fast, accurate and good decisions. Today Dave trains businesses on systems that improve efficiency, reduce costs, and lift production. Dave has earned his Professional Behavioral Analyst and Professional Driving Forces Analyst certifications (CPBA & CPDFA). He has consulted with over 60 companies in 16 states across the country. His clients represent a large cross section of industry from manufacturing, retail, construction, engineering, farming, trucking communications and service. He is the author of, *Locked On Leadership: The Tactical Business Guide to Creating a Culture of Consistency, Courage, and Caring*”. A copy of this book is included with your registration fee. **Thank you to our Sponsor**



Thursday July 23rd

9:30AM New HR Regulations... Let’s Ride the Choppy Waters Together

As we’ve come face-to-face with the health dangers as well as the economic challenges presented by the COVID-19 crisis, change in the workplace has become a way of life. Small business owners now face an entirely new crop of acronyms. It’s much like alphabet soup for grown-ups, only not nearly as fun. Let’s decipher the code together.

Speaker:

Dawn Stastny is the Founder and Managing Partner of Stellaris Group. Founded in 2011, she built the company on the principle that business owners don’t need someone to tell them what they can and cannot do. What they need is a Human Resources partner that can see the business from the owner’s point of view. We give you space to run your business your way while offering advice as to how to reduce risk and increase efficiency. Dawn offers scalable collaboration, efficiency, and flexibility, backed by more than 30 years of expertise to support your organizational needs across various HR disciplines. She holds a Senior Professional Human Resources Certification (SPHR) from the HR Certification Institute, a SHRM-SCP designation from the Society for Human Resources Management, and is a HIPAA Compliance Officer. As a Hospital Corpsman, Petty Officer 1st Class with the US Navy, Dawn served with the United States Marine Corps as a field medic during Desert Storm. **Thank**



you to our sponsor **eci**TM

3:00PM Coming Through the Storm Stronger: A Panel on Current Conditions & What Will Stay With Us

Currently dealers are faced with many new challenges that were never considered pre-pandemic. We have a group of visionary dealers who will share their insights on what to expect in the coming year. What operations will stay, transform or develop? We will cover what AR and cash positions will be important as we move into a recession and what you need to know now that can propel you ahead of the competition.

Panelists: **Van Isley** CEO of Professional Builders Supply, LLC- Morrisville, NC; **Roger Bates** CFO of Tindell's- Knoxville, TN; **Dick Jennings** Owner of Jennings Builders Supply- Cashiers, NC; **Tim Huff** CFO of The Building Center- Boston, MA



Moderator:

Ruth Kellick-Grubbs is an international speaker, trainer and management consultant. For the last 20 years she has worked exclusively in the building supply industry. Prior to entering that industry she worked for the Japanese Government and US multi-national corporations assisting them with international business development. Ms. Kellick-Grubbs has lived and worked in Germany, Ireland, Japan, Mexico and Spain and she speaks five languages. She has extensive experience in strategic planning, business development and process improvement. She assists companies with strategic growth, performance and process improvement, succession planning and mergers & acquisitions.

Friday July 24th

9:30AM- Navigating Forward Through Rough Economic Waters



The depth and speed at which the COVID-19 Recession struck the US economy is unprecedented. The 2020 economic collapse will be worse than any downturns since World War II. Dr Ed plans to catalog the economic damage done by this pandemic, describe the monetary and fiscal policies implemented to end the downturn, and most importantly, attempt to determine if, when the recovery begins, the economy will follow the path of one of the following suggested recession possibilities: The "V", "U", "W", or "L" shaped recovery.

Speaker:

Dr. Ed Seifried is a Professor Emeritus of Economics and Business at Lafayette College. He's led educational programs as Dean for the West Virginia Banking School and the Virginia School of Banking. He has been on the faculty of many other schools, including Stonier and the Graduate School of Banking at LSU. Most recently, Ed is the Executive Director of the Sheshunoff Affiliation Program. **Thank you to our sponsor**



These sessions will be web based through the BMSA virtual conference platform. BMSA will send participants logging on instructions prior to the session.

REGISTRATION - Cost: \$249 for 1 computer/device logged in (Non-Member Price is \$498)
 \$999 for bulk company discount, includes 5+ computer/devices

Participant's Name(s): _____

Company: _____

Email Address: _____ **Phone:** _____

Method of Payment: _____ Bill me _____ MasterCard _____ VISA

Card# _____ **Verification Code** _____ **Expiration Date:** _____

Cardholder's Name _____

Cardholder's Billing Address _____

Questions? Call BMSA at 800.849.1503. Email your completed form to lynns@mybmsa.org or fax it to 980.339.3994