

**DAY 1 – TUESDAY, JANUARY 30, 2024** \*all times listed are in Eastern Time Zone.

11:00 AM – 2:00 PM	Registration
<b>2:00 PM – 3:30 PM</b>	<b>Community Sessions</b>
2:00 PM – 2:45 PM	<b>Commercial Growth Community Session 1 – Building Long-Term Customer Relationships</b> <b>Mark Dancer</b> , Author, <i>Mark Dancer on Flourishing Business</i> and <b>Chuck Cohen</b> Managing Director, <i>Benco Dental Company</i>
2:00 PM – 2:45 PM	<b>Operational Excellence Community Session 1 – Data for Smart Decision Making</b> <b>Chris Bauserman</b> , Chief Marketing Officer, <i>Conexiom</i>
2:45 PM – 3:30 PM	<b>Commercial Growth Community Session 2 – Omnichannel Sales Strategy</b> <b>Bob Decker</b> , COO, <i>Livingston &amp; Haven</i> , <b>Paul Kennedy</b> , President & CEO, <i>Dakota Supply Group</i> , <b>Sean McCloskey</b> , Digital Business Owner <i>WESCO</i> , <b>Stu Tisdale</b> , SVP, Chief Experience Officer, <i>ADI Global</i> moderated by <b>David Bauders</b> , CEO, <i>SPARXiQ</i>
2:45 PM – 3:30 PM	<b>Operational Excellence Community Session 2 – Navigating Mergers and Acquisitions for Success</b> <b>Brent Grover</b> , Founder, <i>Brent Grover &amp; Co.</i> , and <b>Larry Stoddard</b> , President and Chief Executive Officer <i>RelaDyne</i>
3:30 PM – 3 :45 PM	Break
<b>3:45 PM – 5:00 PM</b>	<b>Main Stage Sessions</b>
	<b>Opening Remarks</b> Eric Hoplin, CEO, <i>NAW</i>
	<b>Five Ways to Catalyze Change and Navigate What's Next, Daniel Pink</b> , #1 <i>New York Times</i> Bestselling Author of <i>The Power of Regret</i> , <i>When, To Sell is Human</i> , <i>Drive</i> , and <i>A Whole New Mind</i> <i>Delve into the realm of change and future navigation with Daniel Pink as he identifies five ways to catalyze change and plan for what's next. As a prominent business mind renowned for deep research and compelling communication, Pink offers transformative insights for success. Discover valuable strategies for driving change and successfully navigating the evolving landscape.</i>
5:00 PM – 5:30 PM	<b>Book Signing featuring Daniel Pink</b>
5:00 PM – 6:00 PM	Break
6:00 PM – 7:30 PM	Welcome Reception

**DAY 2 – WEDNESDAY, JANUARY 31, 2024** \*all times listed are in Eastern Time Zone.

7:30 AM – 8:30 AM	<b>PAC Breakfast featuring Rep. Patrick McHenry (R-NC-10).</b> <i>(Pre-Registration Required)</i>
7:45 AM – 8:30 AM	<b>General Breakfast</b>
8:30 AM – 8:45 AM	Break
<b>8:45 AM – 12:00 PM</b>	<b>Main Stage Sessions</b>
	<b>Partner Highlight</b>
	<b>Leadership in the C-Suite, Jeff McLendon</b> , CEO and President, <i>Specialty Building Products</i> and Chairman of the <i>NAW Board of Directors</i> <i>Discuss key principles, strategies, and insights that distinguish exceptional leaders in the upper echelons of business.</i>
	<b>NAW CEO Panel Keith Rozolis</b> , President & CEO, <i>ABC Supply Co. inc.</i> , <b>Barry Litwin</b> , CEO, <i>Global Industrial</i> , <b>Joe Tracy</b> , CEO, <i>DOT Family Holdings</i> , moderated by <b>Larry Stoddard</b> , President and Chief Executive Officer. <i>RelaDyne</i> <i>Join us for an exclusive panel discussion featuring leading Billion Dollar CEOs as they delve into the dynamic landscape of contemporary business challenges. This insightful session will explore critical topics shaping the industry today and in the future.</i>

DAY 2 CONTINUED

**Navigating Change: Transforming the U.S. Postal Service and Ensuring Long-Term Sustainability**  
**Louis DeJoy** Postmaster General and Chief Executive Officer, U.S. Postal Service

**Intersection Between Machine Learning and Innovation** **Konrad Konarski**, Vice President AI & Emerging Technologies, Prolifics Inc. and **Sidney Cerqueira Bispo dos Santos Filho**, Associate Partner, McKinsey & Co. Join a discussion related to AI and the crossroads of machine learning and innovation, and how technological resources can be leveraged for growth.

**Attracting and Growing the Talent You Need through a Culture of Pathways and Purpose** with **Roy Spence**  
 Co-founder and Chairman, GSD&M

11:50 PM – 12:00 PM Break

12:00 PM – 1:05 PM **Community Lunches and Sessions**  
**Commercial Growth Community Session 3 – Why A Remarkable Customer Experience is Your Best Competitive Advantage**, **Dan Gingiss**, International Keynote Speaker and Business Coach

**Operational Excellence Community Session 3 – Culture of Continuous Improvement (Lean Six Sigma)**  
**Jeff Botorff**, Chief Learning Officer, Dot Foods Inc., **Mike DeCata**, Former CEO-Lawson Products, **Bart Tessel**, Chief Innovation Officer, NAW

1:05 PM – 1:20 PM Break

1:20 PM – 4:00 PM **Main Stage Sessions**, Grand Ballroom

**Government Relations Update** with **NAW Chief Government Relations Officer Brian Wild**, Chief Government Relations Officer, NAW

**Ballot Brief: Real-Time Election Insights** **Shannon Bream**, Anchor, FOX News Sunday  
 Engage in a thought-provoking fireside discussion with NAW's Chief Government Relations Officer, Brian Wild, and FOX News Anchor, Shannon Bream. Join this insightful conversation for a real-time exploration of election insights, providing not only valuable perspectives but also in-depth analysis on the unfolding political landscape. Don't miss the chance to deepen your understanding of the current political climate through nuanced insights and enrich your perspective on the dynamic world of elections.

**Transformation in Distribution**

**Katy Vu**, CFO, Bunzl, **Dolores Bauders**, COO, SPARXiQ, **Brooke Daniels**, Partner, McKinsey & Co.  
 Join us for an engaging panel discussion that delves deep into the dynamic landscape of the distribution industry, where transformation is not just a buzzword, but a strategic imperative. In this session, industry experts and thought leaders will explore the intricate tapestry of transformation within wholesale distribution. The conversation will include topics such as change management, innovation initiatives, B2B best-practices, and enterprise growth, all through a future focused lens.

3:00 PM – 4:00 PM **Navigating International Challenges: Fireside Chat** with **Dr. Robert Gates**  
 From Pentagon war rooms to corporate board rooms, Robert Gates has brought a depth and breadth of administrative expertise, geopolitical insight, business acumen, and bold vision to his numerous leadership roles. Recognized as a consummate leader and dedicated patriot, he has served eight U.S. Presidents, influenced decades of U.S. intelligence and defense policies, and helped chart new paths for public and private institutions looking to adapt and transform.

4:00 PM – 5:15 PM Break

5:15 PM – 5:30 PM Board Buses for Gala

5:30 PM Buses Depart for Spy Museum

6:00 PM – 10:00 PM **Gala and Distributors Deliver Award**, Spy Museum

**DAY 3 – THURSDAY, FEBRUARY 1, 2024**

5:30 AM – 5:45 AM	Buses Depart for the National Mall
5:45 AM – 6:45 AM	<b>Fun Run on the National Mall</b> ( <i>Pre-Registration Required</i> )
6:45 AM – 7:00 AM	Buses Return to the Fairmont
<b>8:00 AM – 9:00 AM</b>	<b>Community Breakfast and Sessions</b> <b>Commercial Growth Community Session 4 – Sales Management</b> <b>Mike Marks</b> , <i>Founding Partner, Indian River Consulting Group</i> , <b>Soma Somasundaram</b> , <i>President &amp; CTO, Infor</i> and <b>Rick Rider</b> , <i>SVP, Product Management, Infor</i> <u>Colonnade</u> <b>Operational Excellence Community Session 4 – Optimizing Distribution Using Artificial Intelligence</b> <b>Raj Rao</b> , <i>General Manager, IBM</i> and <b>Teese Murray</b> , <i>Chief Strategy Officer, Turtle Kennedy</i>
9:15 AM – 9:30 AM	Break
<b>9:30 AM – 12:00 PM</b>	<b>Main Stage Sessions</b> , <u>Grand Ballroom</u>
9:30 AM – 9:45 AM	<b>NAW Business</b>
9:45 AM – 10:45 AM	<b>NAW 2023-24 Economic Update</b> <b>Alan Beaulieu</b> , <i>President, ITR Economics</i> <i>Gear up for 2024 with an insightful economic update featuring Alan Beaulieu, a distinguished economic consultant with 25 years of expertise. Alan will deliver a strategic outlook on the economic landscape, providing valuable insights into current economic trends, challenges, and opportunities that may impact the distribution industry. Don't miss this essential session with Alan Beaulieu to stay well-informed and prepare for a successful 2024.</i>
10:45 AM – 11:45 AM	<b>America in 2040: Great or Gone as we Know it?</b> <b>David Walker</b> <i>Former Comptroller General of the United States</i>
11:45 AM – 12:00 PM	<b>Closing Remarks</b> <b>Eric Hoplin</b> , <i>CEO, NAW</i>
12:00 PM	Executive Summit Adjourns