

Billion Dollar CEO Roundtable Agenda

October 14-15, 2025 | InterContinental: Minneapolis - St. Paul Airport 5005 Glumack Drive, Minneapolis, MN

DAY 1 – Tuesday, October 14, 2025 - times are in CST

- 1:00 PM: Registration
- 2:00 PM: Welcoming Remarks
- 2:10 PM: **Topic 1: Building an AI-Driven Advantage**
Move beyond AI experimentation to real, scalable impact. This session explores high-ROI, low-risk AI applications that distributors are using to gain a competitive edge. Learn how to navigate governance and security challenges, overcome talent gaps, and implement AI strategies that drive measurable business value.
Featured Speaker: Alex Cosmas, Senior Partner, McKinsey & Company
- 3:10 PM: Break
- 3:20 PM: **Networking Discussion Roundtable**
Join your non-competing peers in NAW's exclusive facilitated networking groups to discuss ideas, share solutions, and find answers to key issues that can be directly applied to your business.
- 4:20 PM: Break
- 4:30 PM: **From EPR to AI and Beyond - Trending State Regulations Impacting Your Business**
In an increasingly complex regulatory environment, understanding state and local regulations is critical for corporate success. Join us for an exclusive fireside chat that goes beyond the federal perspective, diving deep into the nuanced world of local government relations.
Featured Speaker: Greg Hayes, Policy Director & Office Managing Director, Brownstein Hyatt Farber Schreck and Brian Wild, Chief Government Relations Officer, NAW
- 5:15 PM: Break
- 5:25 PM: **Networking Discussion Roundtable**
Join your non-competing peers in NAW's exclusive facilitated networking groups to discuss ideas, share solutions, and find answers to key issues that can be directly applied to your business.
- 6:15 PM: Break
- 6:30 PM: **Networking Reception**
- 7:15 PM: **Facilitated Dinner Discussion**
- 9:00 PM: Evening Concludes

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DAY 2 – Wednesday, October 15, 2025 - times are in CST

7:30 AM: Breakfast

8:00 AM: **Topic 2: Who's Next? Developing Future-Ready Leaders**

As executive leadership turnover accelerates and expectations evolve, distributors must rethink how they attract, develop, and retain top talent. This session explores the changing skill set of future CEOs, strategies for engaging and preparing next-generation leaders, and why fewer executives are willing to step into top roles. Gain insights on building a strong leadership pipeline to ensure stability and long-term success.

Featured Speaker: Ginny Clarke, Former Director, Executive Recruiting, Google

9:00 AM: Break

9:10 AM: **Networking Discussion Roundtable**

10:10 AM: Break

10:20 AM: **From Washington to Your Warehouse – Government Relations Update**

Featured Speaker: Brian Wild, Chief Government Relations Officer, NAW

11:00 AM: Program Adjourns