



NATIONAL ASSOCIATION OF
WHOLESALE-DISTRIBUTORS



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



DISTRIBUTION LEADERSHIP PROGRAM

at Ohio State University

Early Bird Member Rate \$5795



The Leadership Experience

Sharpen your decision-making and strategic thinking skills through interactive sessions, dynamic discussions, and hands-on exercises built upon an MBA curriculum rooted in distribution.



Networking That Lasts

Collaborate with rising leaders from diverse distribution companies for an unmatched opportunity to build lasting professional relationships you can turn to throughout your career.



The Competitive Advantage

Lead your organization ahead of competitors with cutting-edge tools, frameworks, and insights, designed by tech-forward expert faculty, specifically for the distribution industry

Who Should Attend?

This program is designed for high-potential leaders seeking to deepen their business expertise and accelerate their path to executive leadership.

Fall Session - October 20-24, 2025

Member Price: \$6295

Non-Member Price: \$8295

Group Pricing Available for Five or More



Learn More
www.naw.org/education-programs



Program Location
The Blackwell Inn
Columbus, OH



Contact Evan Sears for
more information
esears@naw.org

NAW 2025 Distribution Leadership Program

Sample Agenda

Day One

| | | |
|----------------|--|-----------------------------|
| 3:00 – 4:00 pm | Registrations – Pfahl Hall 3rd Floor Lobby | |
| 4:00 – 5:00 pm | Overview and Introduction to the BSC Case | Mike Knemeyer/Keely Croxton |
| 5:00 – 6:00 pm | Finance Review Session | Dan Oglevee |
| 6:00 – 6:30 pm | Presenting to the C-Suite | Dan Oglevee |
| 6:30 – 7:30 pm | Welcome Dinner – Pfahl Hall 3rd Floor | |
| 7:30 – 8:00 pm | Small Group Study | |

Day Two

| | | |
|--------------------|-----------------------------------|----------------|
| 7:00 – 8:00 am | Breakfast - Pfahl Hall 3rd Floor | |
| 8:00 – 9:30 am | AI for Business Success | Vince Castillo |
| 9:30 am – 12:15 pm | Strategy | Lori Kendall |
| 12:15 – 1:00 pm | Lunch – Pfahl Hall 3rd Floor | |
| 1:00 – 3:30 pm | Leadership and Team Effectiveness | Larry Inks |
| 3:30 – 5:30 pm | Financial Management | Dan Oglevee |
| 5:30 – 7:00 pm | Small Group Study | |
| 7:00 pm | Dinner on Your Own | |

Day Three

| | | |
|---------------------|--|-----------------------------|
| 7:30 – 8:30 am | Breakfast - Pfahl Hall 3rd Floor | |
| 8:30 – 11:30 am | Supply Chain Simulation (Blackwell Ballroom A) | Keely Croxton/Mike Knemeyer |
| 11:30 am – 12:30 pm | Lunch – Pfahl Hall 3rd Floor | |
| 12:30 – 2:30 pm | Supply Chain Management Strategy | Terry Esper |
| 2:30 – 2:45pm | Break | |
| 2:45 – 4:45 | Human Resources Management | Larry Inks |
| 4:45 – 6:15 pm | Small Group Study | |
| 6:15 pm | Dinner on Your Own | |

Day Four

| | | |
|------------------|----------------------------------|-----------------------------|
| 7:00 – 7:45 am | Breakfast - Pfahl Hall 3rd Floor | |
| 8:00 – 9:30 am | OSU Stadium Tour | |
| 9:45 – 11:45 am | Supply Chain Case Study | Keely Croxton/Mike Knemeyer |
| 11:45 – 12:30 pm | Lunch - Pfahl Hall 3rd Floor | |
| 12:30 – 3:30 pm | Market Driven Strategy | Maria Landekhovskaya |
| 3:30 – 5:00 pm | Relationships for Success | Mike Knemeyer |
| 5:00 – 6:30 pm | Small Group Study | |
| 6:30 pm | Dinner on Your Own | |

Day Five

| | | |
|---------------------|------------------------------------|-------------|
| 7:00 – 8:00 am | Breakfast - Pfahl Hall 3rd Floor | |
| 8:00 – 11:30 am | Team Presentations of the BSC Case | All Faculty |
| 11:30 am – 12:00 pm | Wrap-Up and Graduation | |