

NAW Executive Summit 2027

DAY 1 – Tuesday, January 19, 2027- times are in EST

- 9:00 AM: Registration Opens
- 10:00 AM: NAW-PAC Board Meeting - *Invitation Only*
- 12:00 PM: Summit Kickoff & Connection: First Time Attendee and Future Member Meet & Greet
- 12:45 PM: Break
- 1:00 PM **Operational Excellence Community Session: Turn Uncertainty to Competitive Advantage -**
*Grounded in research and real-world examples, this conversation reframes uncertainty as a force that can strengthen your systems, elevate your people, and sharpen your ability to navigate what comes next – building the operational discipline and organizational resilience to chart a course forward with confidence. **Speaker:** TBA*
- Commercial Growth Community Session: The Anatomy of a World-Class Sales Team –**
*Top sales teams don't just perform better. They think, connect, and sell differently. Explore what sets the best apart and how commercial leaders can unlock those same behaviors across their teams to raise performance and win more business. **Speaker:** TBA*
- 2:00 PM: Break
- 2:15 PM: **Mainstage Sessions:**
Opening Remarks – *Speaker:* Eric Hoplin, President & CEO, NAW
- Challenge the Map -**
*The assumptions that drive success can also limit our ability to see opportunity. As established models are disrupted and new possibilities emerge, the leaders who stay ahead will be those willing to look beyond what they already know. Learn how to challenge conventional thinking and sharpen your ability to see where new possibilities are taking shape. **Speaker:** TBA*
- Featured Keynote**
- 4:35 PM: Break
- 5:30 PM: NAW-PAC Appreciation Reception – *Invitation Only*
- 5:30 PM: DENs Happy Hour – *Invitation Only*
- 5:30 PM: Women in Distribution Happy Hour – *Open to All, Pre-Registration Required*
- 7:00 PM: NAW Gala
- 10:00 PM: Evening Concludes

DAY 2 – Wednesday, January 20, 2027

- 7:30 AM: The Breakfast Briefing – *NAW PAC Members Only*
- 8:00 AM: Advisory Council Breakfast – *Invitation Only*
- 8:00 AM: **General Breakfast**
- 8:45 AM: Break

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DAY 2 – Wednesday, January 20, 2027, Continued...

9:00 AM: **Mainstage Sessions:**

Address from the Chairman - *Speaker:* Kathleen Mazzarella, CEO, Chairman, President & CEO, Graybar Electric Co Inc and Chairman of NAW Board of Directors.

CEO Panel - *This flagship conversation gathers industry leaders to share how they are navigating pressure, shaping long-term direction, and building organizations that can endure constant change.*

Speakers: Sal Abbate, CEO, Veritiv Corporation, Rob Aarnes, President & CEO, ADI and Jeremy Saunders, Global CEO, City Electric Supply. ***Moderated by:*** Kathleen Mazzarella, CEO, Chairman, President & CEO, Graybar Electric Co Inc and Chairman of NAW Board of Directors.

Creating Space for What's Next - *Meaningful change requires leaders to shape an environment where new thinking can take hold across the organization. This session challenges leaders to consider how ideas move through complex, interconnected businesses and how they can create space and momentum for their people to experiment, solve problems differently, and turn new possibilities into action.* ***Speaker:*** TBA

11:15 AM: Break

11:30 AM **Operational Excellence Community Session: The Data Foundation Behind Transformation - *Transformation can move only as fast as the foundation beneath it. Examine strategies to strengthen data governance, prepare for ERP migration, and create a stronger digital foundation for your business.*** ***Speaker:*** TBA

Commercial Growth Community Session: From Vendor to Vital – *The strongest customer relationships go beyond great products and service. Explore how leading distributors are embedding themselves deeper into their customers' operations, using technology, inventory solutions, and real-time insight to solve problems before they happen and create value that is difficult to replace.* ***Speaker:*** TBA

12:30 PM: **Lunch in Community Rooms**

1:30 PM: Break

2:30 PM: **Mainstage Sessions:**

Economic Crosscurrents and the Road Ahead - *Drawing on his experience as President of the Federal Reserve Bank of Atlanta, Raphael Bostic will offer an expert perspective on the broad forces shaping the U.S. economy, the factors likely to influence its trajectory over the coming months, and how monetary policy could determine the path ahead.* ***Speaker:*** Raphael Bostic, President & CEO, Federal Reserve Bank of Atlanta, 2017-2026. ***Moderated by:*** Kathleen Mazzarella, CEO, Chairman, President & CEO, Graybar Electric Co Inc and Chairman of NAW Board of Directors.

The View from the Helm - *The defining chapters of an organization are shaped by the choices leaders make at pivotal moments. In this candid conversation, a seasoned executive reflects on the decisions, experiences, and lessons that have shaped their leadership and their organization's evolution, offering an inside look at what it takes to lead at scale and position an enterprise for its next chapter.* ***Speaker:*** TBA

4:30 PM: Break

5:30 PM: Summit Social – Happy Hour & Reception

7:00 PM: NAW Legal Policy Center Happy Hour – Invitation Only (TBD)

7:00 PM Large Company & Billion-Dollar CEO Dinner – Invitation Only (District Winery)

9:00 PM: Evening Concludes

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DAY 3 – Wednesday, January 21, 2027

5:45 AM: **Fun Run or Guided Walking Tour – *Pre-Registration Required***

7:30 AM: Future Member Coffee – *Invitation Only*

8:00 AM: **Breakfast in Community Rooms**

8:45 AM: Break

9:00 AM: **Mainstage Sessions:**
NAW Business

Economic Outlook - *Prepare for the year ahead with an economic outlook built specifically for wholesale distribution. Combining global and U.S. economic analysis with industry forecasts and NAW research, this session will examine expected performance across distribution sectors and translate key indicators into their implications for growth, demand and business conditions through 2028. **Speaker:** TBA*

From Washington to Your Warehouse - **Speaker:** Brian Wild, Chief Government Relations Officer, NAW.

11:30 AM: **Executive Summit Concludes**