



Best Practices Summit Agenda



Friday, January 12th

Check-in opens at 4pm <https://www.WyndhamGrandJupiter.com/>

4:00 pm	Wyndham Grand Check-in
5:00 – 7:00	PonTiki Intracoastal Boat Cruise*

* Attendees staying at the Wyndham Grand Jupiter at Harbourside can enjoy free drinks (beer, wine, hard seltzer), fun conversation, and a sunset cruise.



MAIN LOBBY
Check In

HARBORSIDE
DOCK
PonTiki Cruise



Saturday, January 13th

BEACON ROOM
Breakfast & Lunch

DUNES ROOM
Session Meetings

Concurrent
DUNES ROOM
BEACON ROOM

7:00 – 7:30	Onsite Event Registration – Dunes Room Entrance
7:30 – 8:30	Breakfast in Beacon Room [Discussion: Hiring]
8:30 – 9:15	Course and Personal Introductions
9:15 – 10:30	Industry Overview; See the Problems; Testing Performance; Methods / Tools / Camera
10:30 – 10:45	Break
10:45 – 12:00	Code Compliant Approach; InOvate Solutions
12:00 – 1:00	Lunch in Beacon Room [Discussion: Marketing]

CONCURRENT SESSIONS

1:00 – 2:15	Cleaning Dryers	Inventory Mgmt; Strategic Models
2:20 – 3:45	DryerFlex Installs	6 Phases to Scale Your Business
3:45 – 4:00	Break	
4:00 – 5:00	The Educational Sales Approach	
5:00 – 5:30	Training Certification & Networks	

Home Service Excellence



January 13-14 2024

Best Practices Summit Agenda



Sunday, January 14th

BEACON ROOM
Breakfast & Lunch

WEST DRIVE
Truck Tours

DUNES ROOM
Session Meetings

7:30 – 8:30	Breakfast in Beacon Room [Discussion: Pricing Strategy]
8:30 – 9:00	Safety / Group Picture
9:00 – 10:00	Truck Tours & Tools of the Trade – Stocked for Success



Concurrent
DUNES ROOM
[BEACON ROOM](#)

CONCURRENT SESSIONS

10:00 – 11:15	Dryerbox Installs	Defining Mission & Vision
11:20 – 12:30	DryerJack Installs	Effective Sales Communication
12:30 – 1:30	Lunch in Beacon Room [Discussion: Incentives & Pay]	
1:30 – 2:00	Sales Contest / Elevator Pitch Challenge	

CONCURRENT SESSIONS

2:05 – 3:00	DryerWallVent Installs	Hiring, Retention, Incentives
3:05 – 4:00	Defender Installs*	Marketing Panel - Creating Demand
4:00 – 4:15	Break	
4:15 – 4:45	Jobsite Stories	
4:45 – 5:15	Summary / Survey / Wrap Up	

* Time permitting, there will be a Technician Pitch Workshop bonus track.