

2021 IWCA Annual Convention Schedule

2021 IWCA Annual Convention Schedule				
Monday March 22nd, 2021				
	Majestic 4-6	Royal 2	Royal 3	Outside Parking Lot - Veranda
8-12pm	IWCA New Safety Training Program - Safe Practices for Rope Descent Systems	Sunbelt Classroom Training	Comprehensive T3 Training, Sealing Surfaces for Success (Paver Sealing/Cleaning Certification)	
12-2pm	Delivering a Successful and Profitable Deck & Wood Restoration Service in Today's Changing Market - PWNA/Everett Abrams			
1-5pm				Comprehensive T3 Training, Sealing Surfaces for Success (Paver Sealing/Cleaning Certification), Sunbelt Hands On Lift, IWCA Hands On New RDS Training
4pm-8pm	Expert Safety Services 1910 Safety			
Tuesday March 23rd, 2021				
	Majestic 4-6	Veranda		
8-11am	Opening General Session, Ettore Award, Fellowship Award, Tradeshow Vendor Highlights, Keynote - Keith Kalfas			
11am-12pm	Fight Club Panel			
12-1pm	Recruiting-Shawn Day			
1-2pm	Waterfed Safety/Mike Draper			
2-3pm	Insurance, Protect Your Assets/Tammy Artusa			
3-4pm	Put Culture First to Retain Your Best Employees-Martha Woodard			
4-5pm	QBO online/Meaghan Likes			
5-6pm	Disinfecting Course (All attendees will get signed up for the Kimberly Clark Scholarship for the ISSA/GBAC Microbial Warriors Certification Course to take for free.) Brandi Harper			
6-7pm		First Timers Meet & Greet Social		
Wednesday March 24th, 2021				
	Majestic 4-6	Majestic 1-3	Off Premise	
9-11:30am			Charity Cleaning - Central Florida Children's Home *Meet in Lobby 8:30am to leave	
8-9am	Chemicals - Alternatives to Razors/ABC			
9-10am	Building a Resilient Contracting Business - Breakthrough Academy			
10-11am	\$100,000 profit/Meaghan Likes			
11-12am	Market Your Company without Spending Money - Dave Kaminski	Trade Show Outdoor Demos		
12-6pm		Trade Show Open - Speed Cleaning Competition		
6-7pm		Trade Show Outdoor Demos		
Thursday March 25th 2021				
	Majestic 4-6	Majestic 1-3		

8-9am	The Sales Process for People Who Think Sales People are Slimy - Curt Kempton			
9-12pm		Trade Show Open		
12-1pm	LevelUP: 6 Components to Build a Team That Gives a S**T - Martha Woodard			
1-2pm	Intro to adding Power Washing - Soft Washing/Power Wash U			
2-3pm	Facebook/Peter Artusa			
3-4pm	Breakthrough Academy - Build Your 2021 One-Page Strategic Plan			
4-5pm	Breakthrough Academy - Building a Resilient Contracting Business			
5-6pm	CLIPA - Why Christmas Lights?			

Friday March 26th 2021

	Majestic 4-6	Majestic Pre-Function		
8-9am	Ettore Cleaning Techniques - Jorge Aguilar and Sheila Smeltzer			
9-10am	Jim Dubois - Business Building			
10-11am	Operations Management/ Peter Artusa			
11-12pm	Glass Education/Cody Thomas			
12-1pm	The Art of Bidding - Jack Evans			
1-2pm	Brandi Harper - Marketing Videos			
2-3pm	Blake Coats/Health Insurance			
3-5pm	GlassRenu Hands-On Training			
10-5pm		Silent Auction		
5-7pm		Pay Online Silent Auction Invoices Emailed to you and come pick up your winnings		
TRACKS				
	Owners			
	Managers			
	Technicians			
	Certificate Course			
	First Timers			
	All			
Live Zoom Prior To Convention for all fully registered attendees *Recordings are available	Residential Panel			
	Glass Panel			
	RDS Panel			
	Business Q&A			