

	Expo A1/A2	Expo A3	Expo A4	Floral A1	Floral A2	Floral B	
Monday	8:00–12:00				IWCA Safety Training–English	IWCA Safety Training–Spanish	
	12:00–1:00	Lunch—Box Lunch Variety					
	1:00–5:00			OSHA 10 Training Course—Lawrence D. Green (12:30–6:00)	IWCA Safety Training–English	IWCA Safety Training–Spanish	
Tuesday	8:00–9:30	Opening Session (Expo A1/A2)					
	9:30–10:30	Keynote Speaker: Dr. Michaela Kiersch, Professional Rock Climber (Expo A1/A2)					
	11:00–3:30	IWCA RDS Evaluations (Authorized & Certified)—Parking Garage/Demonstration Station					
	11:00–12:00	<i>How to Build a Phenomenal Dream Team</i> —Howard Partridge	<i>Grow From Inside Your Customer Base</i> —Doug Apt	<i>How to Be Profitable as an Owner/Operator of a Small Company</i> —Kevin Hargis	<i>Solar Panel Cleaning Fundamentals</i> —Steve Williams	<i>PWNA House Wash</i> (10:00–12:00)	<i>How to Integrate the IWCA Glass Field Guide into Your Business</i> —IWCA Glass Committee
	12:00–1:00	Lunch—Box Lunch Variety					
	1:00–2:00	<i>Fix Your Finances, Turn Problems into Profits</i> —Justin Boyd	<i>How to Set a BIG, Hairy, Audacious Goal (BHAG) & Take the Steps Needed to Crush It!</i> —Meaghan Likes	<i>How to Sell Your Company for Top Dollar</i> —Tony Morgan	<i>Solar Panel Cleaning Fundamentals</i> (Continued)—Steve Williams	<i>PWNA Environmental</i> (1:00–3:00)	<i>How to Price, Propose, and Perform Non-Routine Window Cleaning</i> —Jack Evans
	2:15–3:30	<i>Maximize Your Revenue by Adding Holiday Lights</i> —Paul Baluch	<i>How to Build a Simple Training Program</i> —Jeff Likes	<i>Insurance: What You Need & Should Know in Order to Grow Your Business</i> —Lawrence D. Green (2:15–4:00)	<i>O & M Introduction for Solar Panel Cleaners</i> —Steve Williams (2:15–5:00)		<i>Hands-On Restoration Training from the Architectural Guide to Glass</i> —Cody Thomas
	3:45–5:00	<i>Cracking the Human Code from Hire to Performance</i> —Jonathan Whistman	<i>Hands-On Solar Panel Demonstrations</i> (Demonstration Station)			<i>PWNA Roof Cleaning</i> (3:15–5:00)	<i>abc's Wash & Learn Waterfed Training</i> —Hazen Warlick (3:45–5:30)
5:30–7:00	First Timers Meet & Greet (Expo B & C—Trade Show Floor)						
Wednesday	9:30–12:00	Charity Cleaning: <i>Moody Gardens Education Center</i>					
	8:00–9:00	<i>Round Table Discussions</i>			OSHA 1910 Training Course (English)—Mike Draper	OSHA 1910 Training Course (Spanish)—Jorge Aguilar	
	9:30–10:30	<i>The U Disorder Plus One—Hour Business Building Workshop Q/A Session</i> —AC Lockyer (9:30–11:30)	<i>How to Build a Budget in Less than One Hour</i> —Meaghan Likes	<i>Technician to CEO: The Mindset, Strategy, & Application to Get Out of the Field & Run Your Business</i> —Dirk van Reenen		<i>Window Cleaning Techniques (Presented by Ettore)</i> —Sheila Smeltzer	
	11:00–12:00		<i>Five Steps to Unleashing the Power of Empathetic Leadership</i> —Jevon Wooden	<i>Social Media: The Perception of Safety & Professionalism</i> —Brandi Harper			
	12:00–1:00	Women's Luncheon—By Invitation (Garden Cay, Main Lobby)					
	12:00–1:00	Lunch—Texas Smokehouse Lunch					
	1:00–5:00	Trade Show Open & Window Cleaning Competitions/Outdoor Demos (Expo B & C/Demonstration Station)					

	Expo A1/A2	Expo A3	Expo A4	Floral A1	Floral A2	Floral B
Thursday	8:00–10:30	Q & A with the IWCA Board of Directors/Trivia with Cash Prizes				
	11:00–12:00	<i>Clients, Content, & Community</i> —Brad Williams	<i>Residential Rooftop Safety</i> —Stefan Bright	<i>How to Protect Your Profitability</i> —Amber Batchelor		<i>Power Wash Drone to Help Keep Windows Clean</i> —Bob Dahlstrom
	12:00–1:00	Past Presidents' Luncheon—By Invitation (Garden Cay, Main Lobby)				
	12:00–4:00	Trade Show Open/Outdoor Demos (Expo B & C/Demonstration Station)—Lunch Buffet on Trade Show Floor				
	5:00–6:00	Silent Auction & Social (Foyer of Francis Ann Moody Ballroom)				
	6:00–9:00	Awards Banquet—Dinner Served/Ticket Required (Francis Ann Moody Ballroom)				
	9:00–10:00	Pay for Silent Auction Items (Foyer of Francis Ann Moody Ballroom)				
Friday	8:00–12:00	IWCA Lift Training—Jack Evans	Paver Sealing, Cleaning, & Coloring—Mark Tuliano & John Chatham (8:00–2:00)	OSHA 10 Training Course—Lawrence D. Green	ISCA Certification—Steve Williams	Flat Wash—F9—Craig Harrison (PWNA Certified Instructor)
	12:00–12:30	Lunch—Tex-Mex Buffet				
	12:30–5:00	IWCA Lift Training Evaluations—Jack Evans (Parking Garage)	Paver Sealing, Cleaning, & Coloring—Mark Tuliano & John Chatham (8:00–2:00)	OSHA 10 Training Course—Lawrence D. Green (12:30–2:00)	ISCA Certification—Steve Williams (12:30–3:30)	

Color Legend
Owners
Managers
Technicians
Solar Panel
Training Course
OSHA
All

Breakfast will be served daily (Monday–Friday) 7:00 AM–8:00 AM.

Lunch will be served daily (Monday–Friday) starting at 12:00 PM.

