







Time	Core	Seasoned	Business	WIA/WIS Core Skills
Tuesday 10/3/23				
5:00pm - 7:00pm	Registration Desk Open			
Wednesday 10/4/23				
7:00am - 10:00am	Registration Desk Open			
8:00am - 8:30am		Scenics Scenic installation process start to finish Jeff Ragland KL Conner Chris Shannon		Welcome to My World Energized helpful ideas for the new folks in our industry ! Bob Banker Tools of the Trade Bob Banker Primers, Adhesives & Wall Prep Roman
8:30am - 9:00am				
9:00am - 10:00am				
10:00am - 10:15am		Break		
10:15am - 10:40am	Specialty Contract Wallcoverings Pindrop Acoustics Momentum Textiles 	Scenics Scenic installation process start to finish Jeff Ragland KL Conner Chris Shannon		Setting up Your Professional Workspace Bob Banker
10:40am - 11:10am	Specialty Contract Wallcoverings			Estimating Labels Pattern Matching Layout & Engineering Kill Point Bob Banker
11:10am - 11:30am	Jacaranda/Sanfoot Veneers 			Liners & Blankstock Mike Digilio Installation Basics Bob Banker
11:30am - 11:50am				Inside & Outside Corners Bob Banker
11:50am - 12:10pm				
12:10pm - 1:30pm	Lunch			
1:30pm - 3:00pm	Specialty Contract Wallcoverings P3TEC 	Scenics Scenic installation process start to finish Jeff Ragland KL Conner Chris Shannon	Retirement Success I will cover three areas - building income streams, investments, and legacy planning. This will cover social security, IRAs, 401k, and pensions. I will follow with saving plans, investments, and returns. Finally, a little estate planning. Mark Harmon 1:30pm - 2:00pm Session 2:00pm - 2:30pm Break 2:30pm - 3:00pm Session	Hands On
3:00pm - 3:15pm		Break		
3:15pm - 5:00pm	Hands-On with Vahallan  (open class/no charge)			

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Thursday 10/5/23				
7:30am - 10:30am	Registration Desk Open			
8:30am - 9:30am	Welcome Business Breakfast			
9:30am - 9:50am	Hello! Housekeeping How to Use Slido			
10:00am - 11:00am	<p>Deep Dive into Layouts</p> <p>The purpose of the layout and naturals class is to empower installers with an understanding of how to layer the features of a wallcovering with the architectural features of a room. Be prepared to utilize your math skills as we learn to engineer a room, sharpen your eye to identify focal points, and deepen your understanding of the personality of different natural fibers and backings.</p> <p>Donna McCoy & Dennis Delpome</p>	<p>3D Wallcovering</p> <p>Arte (In Craftsmanship & Mentoring Hub)</p> 	<p>Retirement Success</p> <p>I will cover three areas - building income streams, investments, and legacy planning. This will cover social security, IRAs, 401k, and pensions. I will follow with saving plans, investments, and returns. Finally, a little estate planning.</p> <p>Mark Harmon 10:00am - 10:30am Session</p>	
11:00am - 12:30pm	Lunch On Your Own			
12:30pm - 2:30pm	<p>Hand-on with Naturals</p> <p>The purpose of the layout and naturals class is to empower installers with an understanding of how to layer the features of a wallcovering with the architectural features of a room. Be prepared to utilize your math skills as we learn to engineer a room, sharpen your eye to identify focal points, and deepen your understanding of the personality of different natural fibers and backings.</p> <p>Donna McCoy & Dennis Delpome</p> 	<p>Hands on: Metal Foils and Mylars</p> <p>How to prep, trim, and install foils and mylars.</p> <p>Don Purfeerst</p>		
2:30pm - 2:45pm	Break			
2:45pm - 4:00pm	<p>Hands-On: Touch Ups</p> <p>Come learn color theory with the Amy's! The Amy's are two artists who have used the tools in their artist toolboxes to make their wallpaper installation even more perfect. In this class we will teach you how it mix colors for seam touch ups and more.</p> <p>Amy Anderson & Amy Principe</p>			
4:30pm - 6:30pm	Vendor Showcase			

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Friday 10/6/23				
9:00am - 9:10am	Welcome Instruction for Roundtables			
9:15am - 10:30am	Business Roundtable Discussions			
10:30am - 10:45am	Break			
10:45am - 12:00pm	Deep Dive into Primers, Adhesives & Topcoats Cyndi Green			
12:00pm - 2:00pm	WIA Lunch			
2:00pm - 3:15pm	High Level Scenic Education Susan Harter			
3:25pm - 4:30pm	Marketing via Social Media Marketing Campaigns - Joe Dooley This session will cover how to set up FB, IG, and Google ads, organic growth, and how to automate schedulings, estimates, and reviews. Making Videos Less Boring - Slava Barantsev 1. Apps for making video fast and easy 2. Top 3 rules to make video interesting Will make videos during session			
Saturday 10/7/23				
9:00am - 9:10am	Welcome			
9:20am - 10:30am	Working with Pasting Machines A brief description of the various types of pasting machines available on today's market and their specific designs, purposes, functions, advantages and limitations. Practical information about setup, use, cleaning, maintenance, transportation and storage will also be covered. A brief time for questions and answers and "hands-on" experience can be included, permitting there is time available. Marc Shelton Veronica Leal Max Kahan	Hands-on With Inlaid Veneers Resolving Issues with Wood Veneers Lillian Weist		
10:40am - 12:15pm	The Obstacle Course This class will focus on getting around architectural obstructions, moldings, cabinetry, and other items that cannot be removed from a work area prior to installation. Maintaining pattern match when coming out of an area where paper is installed over and under obstacles will be demonstrated. Phil Reinhard	Workflow Management Tips and tricks on how to manage your business in a more efficient way. Tony Angello		
11:55am - 1:30pm	Lunch On Your own			
1:30pm - 2:45pm	Cover This! To teach how to cover simple and complex items with wallcovering. Ex. switch plates, vents (small to large as well as complex). Adhesives to use to cover said items. Jennifer Papineau Allison Dooley			
2:45pm - 3:00pm	Break			
3:00pm - 5:00pm	WIA Olympics			
6:30pm - 9:30pm	WIA Farewell Dinner			