



**LOCATED
IN THE
EXHIBIT
HALL**

from Activar Construction Products Group is being incorporated into the lockdown procedures for this school district.

2:15 PM–2:35 PM

**BID FASTER, MORE ACCURATE
SUBMITTALS AND MANAGE
MORE EFFECTIVELY**

John Peterson, Software for Hardware

Success in the door, frame and hardware distributor business comes down to two fundamental tasks: winning new business and efficiently managing your resources. Fortunately, the latest software can help you do both easily, cost effectively and immediately. In today's world, there are no excuses for inaccurate, unprofessional or incomplete submittals. Similarly, there are no excuses for not properly pricing and managing jobs. Petersen, a 20 year industry veteran, will share the wisdom he's gained observing companies that successfully, and some unsuccessfully, implemented software to automate and grow their door distributor business.

2:50 PM–3:10 PM

WHO OWNS THE DOOR OPENING?

Byron Whetstone, American Direct

Real changes are underway in the channel and could soon answer the question, "Who is going to control the door opening?"—the CHD, CI, OEM, or even manufacturers selling direct? Join this presentation to hear discussion on the following important issues:

- + The future is driven by expansive technologies, from Amazon to Facebook and even Apple, and the world in which we conduct our business has already become "digitized."
- + The clients we serve are living off-line and on-line at the same time. Therefore the way we communicate with them must evolve quickly or they won't be able to hear us.
- + The product offering we choose or the services we provide also need to shift dramatically or we risk disintermediation or, worse, obsolescence.

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