



Texas Roofing Conference

RCAT 42nd Annual Event

Thank you for registering for the
2017 Texas Roofing Conference



Inside you will find a complete schedule of events as well as maps of our meeting spaces here at the Renaissance Austin Hotel and Convention Center.

Join us Wednesday evening from 6-8 PM for a Welcome Reception at the Renaissance Austin Hotel, lower level back lawn.

The RCAT Registration desk for the Tradeshow will open at 7AM Thursday October 5th and is located on the lower level in front of the Rio Grande Exhibit Hall.

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MOBILE APP FOR REAL-TIME
2017 TRC UPDATES!

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FOR LINK TO DOWNLOAD >



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Beacon Roofing Supply





Texas Roofing Conference

RCAT 42nd Annual Event

2017 Schedule of Events

Wednesday, October 4, 2017

7:00 AM – 8:30 AM RCAT Board Meeting, Avery Ranch Golf Club

8:30 AM - 3:30 PM RCAT Golf Tournament (Avery Ranch Golf Club, 10500 Avery Club Drive, Austin, TX 78717, 512-248-2442, Shotgun Start at 9:00 AM. Arrive by 8:30 AM for check-in and breakfast.)

2:00 PM - 6:00 PM Exhibitor Set-up

6:00 PM – 8:00 PM Welcome Reception (Renaissance Austin Hotel, Lower Level Rear Lawn)

Thursday, October 5, 2017

7:00 AM – 6:00 PM Registration Desk Open (Lower Level in front of Rio Grande Exhibit Hall)

8:00 AM – 8:50 AM Seminars & Educational Programs (Lower Level)

(Sabine) **8:00 AM – 8:50 AM (1 CEU) George Rodriguez, Saenz-Rodriguez & Associates, PC: "Immigration: Facts over Fear"** *How have the changes in enforcement and new immigration policies effected the construction industry? Is the new "Hire American" helping or hurting businesses? What kind of enforcement issues are employers facing and what can they expect in the future?*

(Pecos) **8:00 AM – 8:50 AM (1 CEU) Don Wood, Suncoast Claims, Inc.: "How to Work with Public Adjusters"** *This program covers the best practices to ethically and profitably work with a professional public adjuster. And will answer questions such as: How do you find such a person? Is the relationship a business relationship? Does money change hands? How do you introduce a public adjuster to your client? What is your role vs the public adjuster role afterwards? How does the claim progress? How does the settlement occur? What about time frames and adequacy of settlement amounts?*

(San Antonio) **8:00 AM – 8:50 AM (1 CEU) Jeff Leach, Texas State Representative: "Lone Star Legislative & Political Update"** *What's happening in the Texas Legislature and why you should care.*

9:00 AM – 9:50 AM Seminars & Educational Programs (Lower Level)

(Sabine) **9:00 AM – 9:50 AM (1 CEU) John Black, Daly & Black P.C.: "HB1774: The 'Hail Bill' and How It Affects You"** *On September 1, 2017 new laws went into effect. They significantly impact the way lawsuits against insurance companies will be handled and the remedies available to homeowners. These laws will also affect your business! Come and learn how.*

(San Antonio) **9:00 AM – 9:50 AM (1 CEU) Naphis Mitchell-Reyes, ESC Consultants: "Managing Your Company's Safety and Health Program"** *Understanding the big picture is critical to successfully managing a company's safety and health management system. The primary emphasis of the workshop is to introduce seven elements within the OSHA's model for managing safety and health in the workplace.*

(Pecos) **9:00 AM – 9:50 AM (1 CEU) Karen Ensley, Saunders, Walsh & Beard: "Best Practices in Dealing with Challenging Employees"** *Finding and keeping great employees is one of the foundational keys to a company's success. But what do you do with employees that aren't so great? We'll talk about employee ranking systems, the danger signs of underperforming and/or toxic employees, creating a paper trail to support terminating that un-redeemable employee, and developing strategies for turning a mediocre employee into a great employee, concluding with a Q&A session.*

10:00 AM – 10:50 AM Seminars & Educational Programs (Lower Level)

(Pecos) **10:00 AM – 10:50 AM (1 CEU) Stephanie Pelizzari, Contractor Nation: "Lead Generation to Profitability"** *A unique and exciting look behind the curtain on how customers interact online in the home services industry. Is your website driving customer to you or pushing them to the competition? Learn how you can elevate your online presence to help drive leads.*

(Sabine) **10:00 AM – 10:50 AM (1 CEU) Fred Lohmann, Director National Insurance Crime Bureau: "Contractor Fraud Update 2017"** *The class will introduce the student to the operational focus of the National Insurance Crime Bureau and the organization's efforts to combat contractor fraud in the aftermath of natural disasters. Students will be briefed on legislative efforts as well as recent successful prosecutions of offenders.*

(San Antonio) **10:00 AM – 10:50 AM (1 CEU) Jim Johnson, ContractorCoachPRO: "How to Sell Upgrades"** *In this course you will learn the value of and how to sell upgrades on more of your jobs. This session will focus on the 3 different types of upgrades, how to identify customers who need/want upgrades, how to build irresistible value with high profit margins and finally how to use financing to close the deal. Creating "perceived value" leads to higher profit margins which lead to higher expectations for you as a contractor.*

11:30 AM – 1:00 PM RCAT Annual Business Meeting & Awards Luncheon (Grand Ballroom A, Lobby Level)

1:00 PM – 6:00 PM Trade Show Open (Renaissance Austin Hotel, Lower Level Rio Grande Exhibit Hall)

Friday, October 6, 2017

8:00 AM – 4:00 PM RCAT Roofing Contractor "Boot Camp" & License Exam Session* (San Marcos)(*Separate Registration and fee is required for this class.)

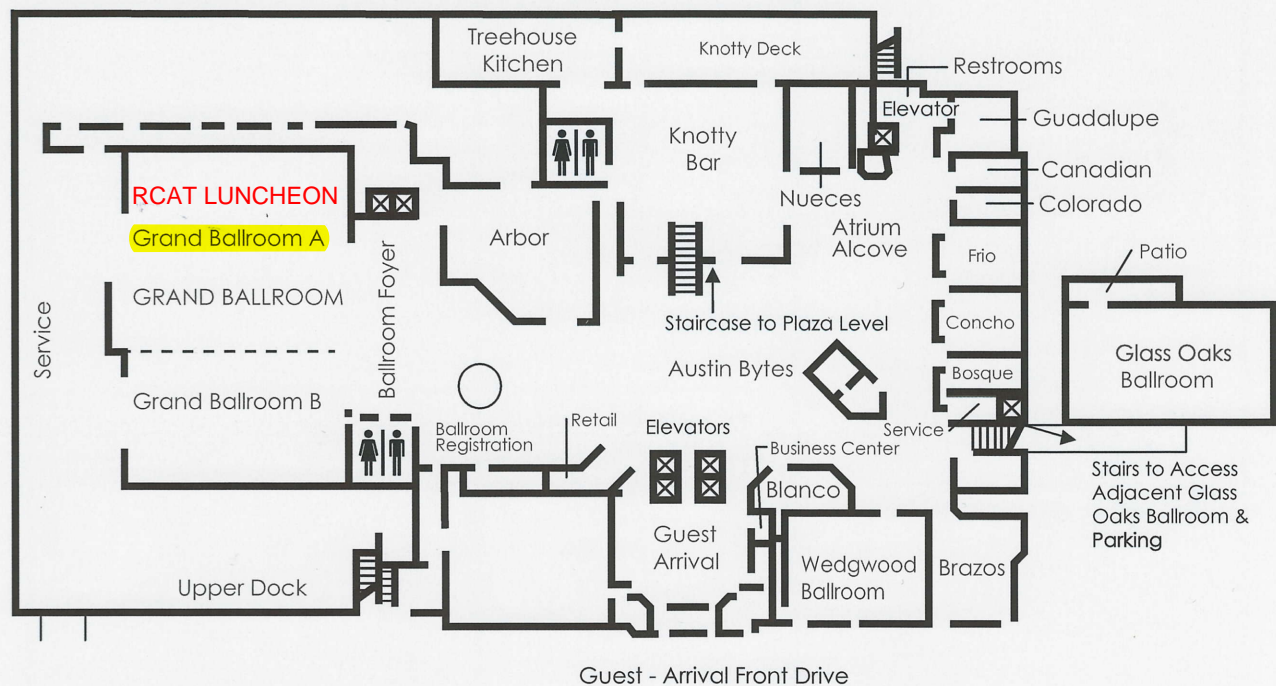
8:00 AM – 12:00 PM Seminars & Educational Programs (Lower Level)

(Sabine) **8:00 AM – 8:50 AM (1 CEU) Loy Vickers, Sky Pics Now: "DRONES in Construction and The Claims Process"** *If you fly, are you legal?*

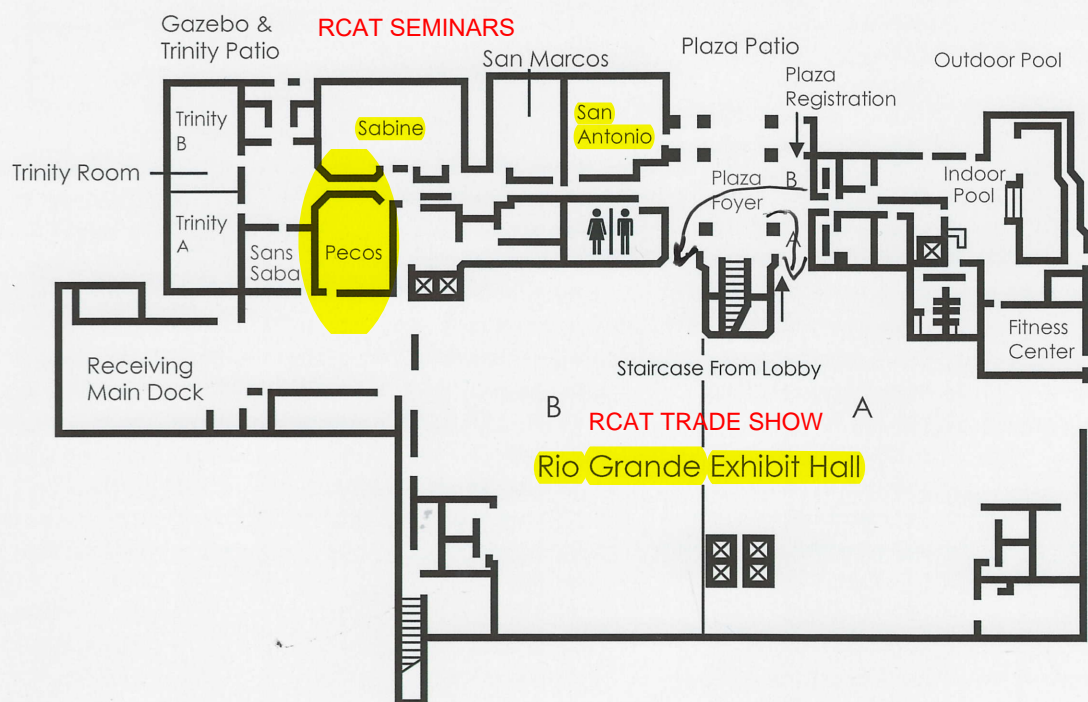
(Sabine) **9:00 AM – 9:50 AM (1 CEU) Jim Johnson, ContractorCoachPRO: "The Claim Game-How to Earn Homeowners Trust"** *This course is designed for the Insurance Restoration Contractor or anyone thinking about doing insurance work to learn how to explain and control the "Claim Game". The game involves 3 players, the insured, the insurance company and you. Learn how to flip the homeowner from the insurance companies team to gain a 2 on 1 advantage when working with insurance companies. Stop the "I'm getting estimates" and "I just need an estimate" objections from preventing you closing the deal.*

(Sabine) **10:00 AM – 12:00 PM (2 CEU) Karen Ensley, Saunders, Walsh & Beard: "4102 and You – What You Need to Know to Successfully Navigate Texas Insurance Code 4102"** *I will discuss how 4102 that affect roofers, how recent case law has interpreted 4102, what changes roofers need to employ in dealing with property owners and insurance adjusters so that they don't get into trouble with TDI or open themselves to litigation, and the options they and their owners have when things go south on a claim.*

ATRIUM LEVEL (Lobby Level)



PLAZA LEVEL (Lower Level)



Roofing Contractors Association of Texas

OCTOBER 4-5, 2017

Rio Grande Exhibit Hall - Renaissance Hotel - Austin, Texas

REVISION

Date: 9/26/2017
By: DAVID DELGADO

BOOTH COUNT

Inventory as of 09/26/2017

Dimension	Size	Qty	SqFt
10X10'	100	32	5,200
10X20'	200	18	3,600
20X20'	400	2	800
20X36-6"	731	1	731
20X37'	740	1	740
Totals:		74	11,071

BLDG. LEGEND:

FX - Fire Extinguisher

FH - Fire Hose Cabinet

Ballroom Column

49"x49"

Ballroom Column

2 Diameter

Foyer Column

16"x16"

W - Denotes Water Connection

D - Denotes Drain

DRAWING INFO

Passport Line Item Number:

#3524506

Facility:

Renaissance Hotel

Hall / Level:

Rio Grande Exhibit Hall

City & State:

Austin, Texas

Scale: CUSTOM

Job #: 450299

AE: Karen Rodgers

Prod. AE: Karen Rodgers

Started: 9/26/2017

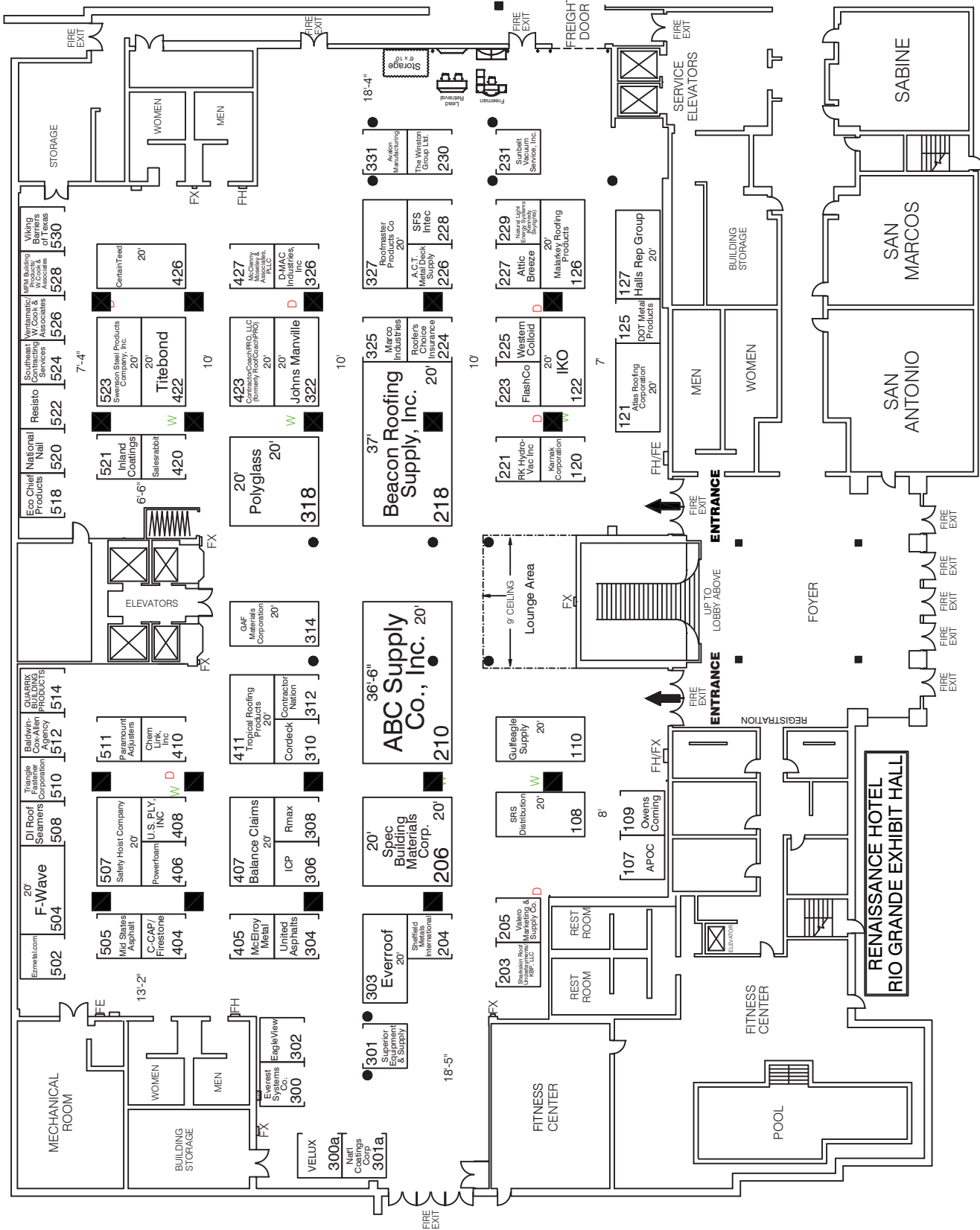
Started By: Dwayne Buxtemper

Prod. Branch: Dallas

FREEMAN

Disclaimer - Every effort has been made to ensure the accuracy of all information contained on this floor plan. However, no warranties, either expressed or implied, are made with respect to this floor plan. If the location of building columns, utilities or other architectural components of the facility is a consideration in the construction or usage of an exhibit, it is the sole responsibility of the exhibitor to physically inspect the facility to verify all dimension and locations.

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