



RCAT 43rd Annual Event
OCTOBER 10 - 12, 2018
 GAYLORD TEXAN RESORT &
 CONFERENCE CENTER
 Grapevine, Texas



2018 SCHEDULE OF EVENTS

Wednesday, October 10, 2018

9:30 AM – 11:30 AM RCAT Board Meeting, Bear Creek Golf Club

12:00 PM - 5:00 PM RCAT Golf Tournament (Bear Creek Golf Club 3500 Bear Creek Court, Dallas, TX 75261, 972-456-3200. Shotgun Start at 1:30. Arrive by 12:00 AM for check-in and lunch.)

7:00 PM – 9:00 PM Exhibitor Set-Up (Large equipment and islands. By appointment only.) (Convention Center, Longhorn Exhibit Hall E)

6:00 PM – 8:00 PM Welcome Reception @ Bear Creek Golf Club (Shuttle to/from Gaylord is available)

Thursday, October 11, 2018 (All Events at the Gaylord Texan Resort & Conference Center)

7:00 AM – 6:00 PM Registration Desk Open (Convention Center, Longhorn Exhibit Hall E)

6:00 AM – 12:00 PM Exhibitor Set-Up (Convention Center, Longhorn Exhibit Hall E)

8:00 AM – 10:50 AM RCAT Licensing Boot Camp (3 CEU) (Convention Center, Level 3, San Antonio 6) Prep class for Exams on Friday. *Pre-registration and qualification are required. NO walk-ins. This session is NOT included with Conference Registration Package.*

8:00 AM – 10:50 AM Seminars and Educational Programs (Convention Center, Level 3)

	<u>Ft Worth 1-2</u>	<u>Ft Worth 3-4</u>	<u>San Antonio 4-5</u>	<u>San Antonio 6</u>
8:00AM - 9:20AM	Brad Corbin, HIRev Pro (1.5 CEU)	Pitts & Cross, RoofersED (1.5 CEU)	Mark Graham, NRCA (1.5 CEU)	RCAT Licensing Boot Camp (3 CEU)(<i>Prep class for Exams. Pre-registration and qualification is required. NO walk-ins.</i>)
9:30AM - 10:50AM	Steve Philips, Hendrick, Phillips, Salzman & Siegel (1.5 CEU)	Jim Johnson, ContractorCoachPRO (1.5 CEU)	NICB & TDI (1.5 CEU)	

PROGRAM DESCRIPTIONS BELOW

(Ft. Worth 1&2) 8:00 AM – 9:20 AM Brad Corbin, HIRevPro “Sales – Simplified: Building value to obtain an agreement in the home while maintaining profitability and integrity. Don't short sell yourself. Master your craft and never waiver on integrity.” 1.5 CEU

(Ft. Worth 3&4) 8:00 AM – 9:20 AM Dan C. Pitts, Jr., CRRL & Charles Cross, Jr. RoofersED “Market Segmentation: Understanding market segments in the roofing industry. Breaking it down to the segment

you and your staff are best and most profitable at. Creating methods for monitoring your business and sales success.” 1.5 CEU

(San Antonio 4&5) 8:00 AM – 9:20 AM Mark S. Graham, NRCA “Update on Roofing Industry Technical Issues: Mr. Graham, NRCA’s Vice President of Technical Services, will provide an overview of current roofing industry technical issues. Issues to be discussed include the new 2018 International Building Code, moisture-related problems associated with concrete roof decks, FM Global’s new VSH (very severe hail) classification and requirements, ASCE 7-16 and its impact in wind design, and terminology concerns with adhered roof systems. Time will be allotted for question from the audience on these and other technical topics.” 1.5 CEU

(Ft. Worth 1&2) 9:30 AM – 10:50 AM Stephen M. Phillips, Hendricks, Phillips, Salzman & Siegel, P.C. “Killer Contract Provisions that Increase Roofing Contractor Liability - General Contractor-drafted subcontracts invariably include numerous one-sided provisions that can drastically increase roofing contractor liability. This program will identify the 18 most commonly encountered such provisions and will provide guidance and examples of alternative language that should be acceptable to a reasonable general contractor and reduce the roofing contractor’s potential liability.” 1.5 CEU

(Ft. Worth 3&4) 9:30 AM – 10:50 AM Jim Johnson, ContractorCoachPro “Flip the Script - Who Do You Work For: Is your customer the insurance company or the property owner when it comes to insurance restoration? If you answered the property owner, why do we continue to work for/with the carrier? If you are tired of working for insurance companies and waiting to get paid, this is the presentation for you!” 1.5 CEU

(San Antonio 4&5) 9:30 AM – 10:50 AM Fred Lohmann, NICB & Lt. David Taylor, TDI “Insurance Fraud in Property Claims: This program will cover the types of property fraud committed on both residential and business properties, the impact of this crime on consumers and business owners and the efforts by the NICB and fraud bureaus in the United States to combat roofing contractor fraud. And discuss efforts at collaboration with roofing contractor associations to develop communications between insurers and contractors so that all parties will benefit.” 1.5 CEU

11:30 AM – 1:00 PM RCAT Annual Business Meeting & Awards Luncheon

Guest speaker is Rep. Jeff Leach with a Texas Legislative and Political Update. (Convention Center, Level 3, Texas A Ballroom)

1:00 PM – 6:00 PM Trade Show Open (Convention Center, Longhorn Exhibit Hall E)

Friday, October 12, 2018 (All Events at the Gaylord Texan Resort & Conference Center)

8:00 AM – 12:00 PM Licensing Exam Session (Convention Center, Level 3, San Antonio 6)
Pre-registration and qualification are required. NO walk-ins.

8:00 AM – 12:00 PM Seminars and Educational Programs (Convention Center, Level 3)

	<u>Ft Worth 1-2</u>	<u>Ft Worth 3-4</u>	<u>San Antonio 4-5</u>	<u>San Antonio 6</u>
8:00AM - 8:50AM	Michael Gerstle, TWIA Insurance (1 CEU)	Edis Oliver, WJE (1 CEU)	Steve Patrick, Level the Playing Field, LLC (4 CEU)	Licensing Exam Session <i>(Pre-registration and qualification is required. NO walk-ins.)</i>
9:00AM - 9:50AM	Jeannie Helm, John Maxwell Team (1 CEU)	Naphis Mitchell, ESC (1 CEU)		
10:00AM - 10:50AM	Karen Ensley, Saunders Walsh Beard (2 CEU)	Darrin Weber, Weber Group Advisors (1 CEU)		
11:00AM - 11:50AM		Gary Treider, Chapparral Consulting (1 CEU)		

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(Ft. Worth 1&2) 8:00 AM – 8:50 Michael B. Gerstle, Gerstle, Minissale & Snelson, LLP “Like the Ceiling Can't Hold Us: Managing Legal Risk for Roofing Contractors: Roofing contractors are asked to absorb significant contractual and legal risk in every project they undertake. In this program, we will discuss obvious and hidden ways risk is allocated and/or shifted to roofing contractors and means of containing or reducing that risk. We will discuss claims we have handled to draw on lessons learned and best practices to minimize your exposure.” 1 CEU

(Ft. Worth 3&4) 8:00 AM – 8:50 Edis Oliver, WJE “Earning Profits with Roof Consultants: Many roofing contractors view roof consultants as an impediment to profitability. This program details ways for contractors to work with consultants to develop relationships that can make jobs more profitable and also provide an additional source of business.” 1 CEU

(San Antonio 4&5) 8:00 AM – 11:50 AM Steve Patrick, Level the Playing Field, LLC “How to Unleash the Immense Power of Xactimate: Maybe 5% of contractors, PAs or claims adjusters know how to utilize Xactimate the way it was designed to be used. I will teach you how to create what we refer to as a Smart Estimate that gets your clients significant results and how to use the power of pre-adjuster conferences with consumers.” 4 CEU

(Ft. Worth 1&2) 9:00 AM – 9:50 AM Jeannie Helm, John Maxwell Team “Communication, Retention & Profits: This program is designed to support and enhance the owner/managers ability to communicate and connect effectively in order to increase retention and profits.” 1 CEU

(Ft. Worth 3&4) 9:00 AM – 9:50 AM Naphis Mitchell, Engineering Safety Consultants (ESC) “Managing OSHA Visits, Steps to Prepare: When you hear that OSHA is waiting for you at the site, to perform an unannounced inspection, the first thing that comes to your mind is, this is a bad time. No one wants a surprise visit from OSHA, but they happen.” 1 CEU

(Ft. Worth 1&2) 10:00 AM – 11:50 AM Karen Ensley, Saunders Walsh Beard “Getting Paid: You've done the work - now you need to be paid. We'll cover what steps you can take to maximize recovery from the general contractor, property owner, and insurance company. We'll talk about how to position yourself to better collect payment for change orders, profit and overhead, and to make that all happen more quickly.” 2 CEU

(Ft. Worth 3&4) 10:00 AM – 10:50 AM Darrin J. Weber, Weber Group Advisors “Gnarly Sh*t Happens: Uncovered losses. Large additional premiums. Contractual Risk Transfer? This is a review of the 10 (or more) most onerous general liability endorsements commonly placed on roofing contractor's policies.” 1 CEU

(Ft. Worth 3&4) 11:00 AM – 11:50 Gary Treider, Chaparral Consulting & Forensics “THRIVE IN THE NEW MARKET: The presentation provides important details for contractors to not only survive the subrogation wave but also to thrive with new market opportunities. How successful restoration contractors and roofers will understand the best use of basic procedures and know when to employ new technologies for forensic roof and building envelope evaluations. Energy code can be a friend or will be your foe. How to identify available resources before the need arises.” 1 CEU