



## 2019 SCHEDULE OF EVENTS

### Wednesday, September 18, 2019

**9:00 AM – 11:00 AM RCAT Board Meeting**, Bear Creek Golf Club

**2:00 PM – 4:00 PM Exhibitor Setup – Large Equipment & Islands Only** (reservation required)

**4:00 PM – 6:00 PM Main Exhibitor Setup** (Gaylord Texan Convention Center, Longhorn Exhibit Hall E)

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

**6:00 PM – 8:00 PM Welcome Reception @** Bear Creek Golf Club (For fully registered conference attendees and golf tournament participants. Shuttle to/from Gaylord is available.)

### Thursday, September 19, 2019 (All Events at the Gaylord Texan Conference Center)

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

**7:00 AM – 12:00 PM Exhibitor Set-Up** (Convention Center, Longhorn Exhibit Hall E)

**8:00 AM – 11:00 AM Seminar / Educational Program** (Convention Center, Level 3)

*Space will be available on a first come, first serve basis and you must be FULLY REGISTERED for the conference to gain entrance.*

8:00 AM - 11:00 AM (Grapevine Ballroom B, 4&5): "HB 2102 has become a LAW!" *Now a criminal penalty has been established by the state for those contractors that waive or "eat" insurance deductibles in Texas! This forum will cover the impact to the roofing industry moving forward: what the new law says, how to follow it, and practical applications of the law from a roofing contractor's perspective; how the insurance companies are going to embrace the new law and what we can expect from them; how you should answer customer's questions about the law; what the penalties are for breaking the law, plus a panel to answer YOUR questions. This program is for both commercial and residential roofing contractors of all sizes and will also include a State Legislative update. Guest speakers and presenters include: Rep. Giovanni Capriglione; Steven Badger, Attorney at Law; Fred Lohmann, NICB and many more. (3 CEU)*

**11:15 AM – 1:00 PM RCAT Annual Business Meeting & Awards Luncheon** with keynote speaker Jared Ribble, NRCA (Convention Center, Level 3, Texas Ballroom A)

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

**Friday, September 20, 2019 (All Events at the Gaylord Texan Conference Center)**

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

*Space will be available on a first come, first serve basis and you must be FULLY REGISTERED for the conference to gain entrance.*

	<u>Grapevine 5-6</u>	<u>Grapevine 4</u>	<u>Austin 1-2</u>	<u>Ft Worth 3-4</u>
<b>8:00AM - 8:50AM</b>	Alena Wilson, XM8 Mastery: "10 Missed Line Items in Xactimate" (2 CEU)	Jeff Carrillo, Tarillo Vue: "Drones: Practical Applications for Roofers" (1 CEU)	Adam Buttorff, Renown Construction: "Hire and Keep Superstars" (1 CEU)	WiR Round Table Event: Roofing Contractor discussion about strategies, tactics, and experiences. Invitation & RSVP Only (2 CEU)
<b>9:00AM - 9:50AM</b>		Laura Nelson, Broadly: "Be a "FIVE STAR" Contractor!" (1 CEU)	Jim Johnson, ContractorCoachPro & Heath Hicks, AVCO Roofing: "How to Collect the Deductible Every Time" (1 CEU)	
<b>10:00AM - 10:50AM</b>	Steve Patrick, LP Loss: "Double Your Income in 12 Months" (4 CEU)	Karen Ensley, Ensley Benitez Law, PC: "Contract Tips & Getting Paid" (2 CEU)	Jim Williford & Wilson Long, EPIC Insurance Brokers: "Roofing Industry's Common Insurance Issues" (1 CEU)	
<b>11:00AM - 11:50AM</b>			David Buzzelli, JOBPROGRESS: "Roofing Contractor Success - 2020 Playbook" (1 CEU)	
<b>Lunch Break End 3:00 PM</b>				

**8:00 AM – 9:50 AM** (Grapevine 5-6) – Alena Wilson, XM8 Mastery: “10 Missed Line Items in Xactimate” *After training hundreds of Contractors how to use Xactimate, Alena Wilson discovered that there were 10 common line items that most estimates were missing. Stop leaving money on the table and start getting paid what you're worth!* (2 CEU)

**8:00AM – 8:50AM** (Grapevine 4) – Jeff Carrillo, Tarillo Vue: “Drones: Practical Applications for Roofers” *Overview of drones in the roofing industry, including best practices, effective applications, alternative methods, FAA Regulations and the importance of legal operations.* (1 CEU)

**8:00 AM – 8:50 AM** (Austin 1-2) – Adam Buttorff, Renown Construction: “Hiring and Maintaining Superstars” *Ever wondered how to hire and keep superstars? Now you can know the secret to hiring and keeping superstars on your team.* (1 CEU)

**9:00AM - 9:50AM** (Grapevine 4) – Laura Nelson, Broadly: “Be a “FIVE STAR” Contractor!” *What does it mean to be a five-star business? These days, it's more than a job well done and a great customer testimonial. Your digital marketing extends throughout the lifecycle of your entire customer relationship, and your team must be prepared to deliver on the five-star experience today's consumer demands. Attendees will learn to use free digital marketing tools on Google, Facebook, Yelp, and Nextdoor to drive leads, and hear best practices to get five-star feedback.* (1 CEU)

**9:00AM - 9:50AM** (Austin 1-2) – Jim Johnson, ContractorCoachPro & Heath Hicks, AVCO Roofing: “How to Collect the Deductible Every Time” *Learn how to develop and pitch a presentation that is designed to not only defeat the deductible objection but ALL objections before they even happen. We will be role playing with actual presentations and having Q&A discussion so you can create your own objection defeating presentation.* (1 CEU)

**9:00 AM – 11:00 AM** (Ft Worth 3-4) – “WiR Round Table Event” *Women Roofing Contractors (owners and/or employees) are welcome to attend this engaging round table discussion about strategies, tactics, and experiences in this industry. RSVP’d Guests Only, seats are limited. (2 CEU)*

**10:00 AM - 3:00 PM** (Grapevine 5-6) – Steve Patrick, LP Loss: “Double Your Income in 12 Months” *Double contractor income in the next year. Learn how to sell making a few simple changes. Sell on Value. Lunch break 11:50 – 12:50 (4 CEU)*

**10:00AM - 11:50AM** (Grapevine 4) – Karen Ensley, Ensley Benitez Law, PC: “Contract Tips & Getting Paid” *You work hard to make the sale and get the work done. Join this class for tips on how to increase your chances of being paid in full and on time. We'll talk about client selection, contract must-haves, filing liens, and collection options, how the PIA law and the new deductibles law may apply, as well as any questions you may have. (2 CEU)*

**10:00AM - 10:50AM** (Austin 1-2) – Jim Williford and Wilson Long, EPIC Insurance Brokers & Consultants: “Roofing Industry's Common Insurance Issues for You and Your Subcontractors” *This program will help roofing contractors understand many commonly misunderstood concepts. The case study method will be utilized where actual examples will be displayed and discussed. This program will provide you with takeaways of the critical questions roofing contractors need to ask their insurance adviser and their subcontractors about insurance coverage requirements. (1 CEU)*

**11:00AM - 11:50AM** (Austin 1-2) – David Buzzelli, JOBPROGRESS: “Roofing Contractor Success: 2020 Playbook” *Reputation Management, Profit Funneling, Recurring Revenue Opportunities, 9 Things Homeowners focus on when choosing a Roofing Contractor, Your Business System IS your Competitive Advantage. (1 CEU)*