

BKBG Conference Education Presentations

Friday, October 9, 2009

Presentation Times

Speaker

Topic: "Eco-Friendly Can Be Beautiful & Lingo to Build Your Business"

8:00 a.m. – 9:00 a.m. – Group C
11:00 a.m. – 12:00 p.m. – Group A
3:00 p.m. – 4:00 p.m. – Group B

Robin Wilson A design, home and lifestyle expert with her eponymous firm, Robin Wilson Home, launched in 2000 with a focus on eco-friendly interior residential renovations and project management. The design team handles both residential and commercial design projects.



Robin is a nationally recognized eco-friendly and healthy home interior designer focused on sustainable, reusable, recyclable and non-toxic options from the "foundation to the furniture." Robin will get you excited about eco-friendly pertaining to walls; floors; roofing; countertops; tile; lighting; bathroom; appliances; and other accessories of the home. Learn the lingo!

Topic: "Let Your Buying Group Help You Add to Your Bottom Line"

9:30 a.m. – 10:45 a.m.
1:20 p.m. – 2:45 p.m.
4:30 p.m. – 5:45 p.m.

A BKBG member will moderate this open forum discussion on how uniting kitchen and bath dealers and remodelers with showrooms, BKBG, helps members buy more effectively and drives more profits to their bottom line.

Topic: "You're Fired – It's Time to Re-organize"

9:30 a.m. – 10:45 a.m.
1:20 p.m. – 2:45 p.m.
4:30 p.m. – 5:45 p.m.

You're fired, be prepared to deal with it, or they may be the words that mean the same thing such as we are reorganizing and have eliminated your position, we're closing that office, and so forth. Attend this session, it makes common sense to know what to do to survive and prosper.

Saturday, October 10, 2009

Presentation Times

Speaker

Topic: Niche Products and the New Lighting Revolution. . ."LED Lighting"

8:00 a.m. – 9:10 a.m.
10:40 a.m. – 12:05 p.m.
2:20 p.m. – 3:30 p.m.

Ken Anderson Founder of Task Lighting in 1985. Holds three patents and has applied for two more. Is a CKD and was inducted into the NKBA Hall of Fame in 2009. Ken has presented numerous seminars on lighting throughout the industry.

An explanation of how to add dollars to your bottom line selling Niche products. Session will cover a multitude of products, including: Switching/Dimming and using Radio Frequency switching. New Tamper Resistant Angle Power Strip, New LED products and the most current information on how LED's will change your life. LED facts and myths.

Topic: "Profit!! By Becoming A Lean, Green Organizing Machine"

8:00 a.m. – 9:10 a.m.
1:00 p.m. – 2:05 p.m.
2:20 p.m. – 3:30 p.m.

Wolf Nickel President of Stor-X Organizing Systems with over thirty years of experience in manufacturing and sales. Started in the family cabinet shop where he went on to develop a successful organizing brand.

Learn how to organize your customer's lives with a lean, green approach, that maximizes value, minimizes waste and ensures profitability.

Topic: Selling Outdoor Kitchens

9:20 a.m. – 10:25 a.m.
10:40 a.m. – 12:05 p.m.
3:40 p.m. – 4:45 p.m.

Mitch Slater President of Danver with nine years selling outdoor kitchens and populated cabinetry for outdoor kitchens. Mitch Developed the outdoor kitchen cabinet niche and launched the product line at the 2001 K/BIS show.

First hand information on how to create a new revenue stream and profit center with outdoor kitchens.

Topic: "Marketing Your Business"

9:20 a.m. – 10:25 a.m.
1:00 p.m. – 2:05 p.m.
3:40 p.m. – 4:45 p.m.

Thompson Price Began working in the industry since 1972 and is currently president of Thompson Price Kitchens, Baths, & Home, St. Louis, Mo. They are recognized as one of the leading Kitchen and Bath companies in their area.

Find out what print material you can use to stimulate your business. Ways of getting new leads and proper follow up.