CONFERENCE AGENDA

FEB 15 2017: WTS PRE-EVENT

10:00AM - 7:00PM	Trade Show Booth Load In *Vendors may ship materials to Ice Palace Studio*	**Location:** Ice Palace Studios 59 NW 14th St Miami FL 33136
3:00PM - 7:00PM	Speaker Rehersal with Anthony Delmedico *Practice run through*	**Location:** Ice Palace Studios : Main Stage 59 NW 14th St Miami FL 33136
1:00PM - 10:00PM	Pre-Event Registration *Come network with the SVG Team & get your badge *conference badge is required for entrance*	**Location:** SurfComber Hotel 1717 Collins Ave, Miami Beach, FL 33139

FEB 16 2017: WTS CONFERENCE DAY ONE

7:00AM - 8:45AM	Pre-Event Registration & Welcome Breakfast *Sign in and receive welcome bag and badge*	**Location:** Ice Palace Studios 59 NW 14th St Miami FL 33136 *Complimentary Continental Breakfast or Breakfast Food Trucks Available / Menu: Coffee, Bagels, Breakfast Food Trucks*
	TRADE SHOW EXPO FLOOR OPENS (7:00AM - 7:00PM)	***Location:*** *Ice Palace Studios : Stage 2*
BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
SESSION ONE: **7:00AM - 8:30AM**	What Is Storm Damage? **PRESENTER:** Matt Phelps, CEO, P.E/ APEC Engineering, R.E.S.T. & Robert G. Harner/President Upstate Aerial, PE Structural Engineer	See the latest for storm damage detection & engineering equiptment demo
SESSION TWO: **8:00AM - 8:30AM**	Sales Tracking/ Canvassing App **PRESENTER:** Trey Gibson / Spotio	Get the latest tools & technologies with hands on training from Spotio
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT ONE: **8:45AM - 9:00AM**	Welcome To WTS 2017 Day One **PRESENTER:** Anthony Delmedico / CEO & Founder of SVG	Intro to WTS Conference Welcome to a $100 + Billion Dollar Industry
SEGMENT TWO: **9:00AM - 9:30AM**	What is Storm Damage? **PRESENTER:** Matt Phelps / CEO, P.E/ APEC Engineering, R.E.S.T.	
SEGMENT THREE: **9:30AM - 10:00AM**	Technology of the future avaliable NOW ! **PRESENTER:** Chris Hewson / iRoofing	Live indoor drone demo!
SEGMENT FOUR: **10:00AM - 11:00AM**	Industry Entreprenurship **PRESENTER:** Anthony Delmedico /CEO & Founder of SVG	Scaling Your Company
SEGMENT FIVE: **11:00AM - 12:00PM**	**KEY NOTE SPEAKER** Les Brown / Founder Les Brown International	**"YOU GOTTA BE HUNGRY"**

LUNCH BREAK / NETWORK WITH INDUSTRY VENDORS

LUNCH: NETWORKING LOUNGE INSIDE & FOOD TRUCK VILLAGE OUTSIDE **TRADE SHOW EXPO FLOOR:** STAGE 2

LIVE DRONE DEMONSTRATIONS : OUTSIDE

12:00PM - 1:30PM

BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
SESSION THREE: **12:00PM - 12:30PM**	Roofing Technology of the future… TODAY! **PRESENTER:** Chris Hewson / iRoofing	Learn all the latest tools & technologies of aerial measurments
SESSION FOUR: **12:30PM - 1:00PM**	Sales Tracking App **PRESENTER:** Sean Huckstep / Sales Rabbit	Learn all the latest tools & technologies of Sales Rabbit
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT SIX: **1:30 PM - 2:00 PM**	Knocking Doors to $50M : Hurricane Andrew **PRESENTER:** Doug Lanier / CEO Collis Roofing Inc.	Scaling to a $50M retail roofing company
SEGMENT SEVEN: **2:00PM - 2:30PM**	From Residential to Commercial Contractor **PRESENTER:** Tom Romero/ CEO Advanced Commercial Roofing & Consulting	Transitioning Storm Chaser to local retail contractor
SEGMENT EIGHT: **2:30PM - 3:00PM**	"I'm torching my $100 Million Dollar Company" **PRESENTER:** Matt Manero / President Commercial Fleet Financing, Inc.	Steps to build a One Billion Dollar Company

BREAK / NETWORK WITH INDUSTRY VENDORS

BREAK: NETWORKING LOUNGE INSIDE & FOOD TRUCK VILLAGE OUTSIDE **TRADE SHOW EXPO FLOOR:** STAGE 2

BARS OPEN 3PM

3:00PM - 3:30PM

BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
SESSION FIVE:	Q & A With Anthony Delmedico	**SVG UNIVERSITY:** Ask Anthony Delmedico Anything!
3:00PM - 3:30PM	**PRESENTER:** Anthony Delmedico / CEO & Founder of SVG	
SESSION SIX:	"Million Dollar Door Knock"	What it takes to break $1M in sales as an industry salesperson
3:30PM - 4:30PM	**PRESENTER:** Justen Newton, Phillip Carton, TBD	
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT NINE:	Access to Federal Government Contract Work, FEMA	
3:30PM - 4:30PM	**PRESENTER:** Doug Reitmeyer / CEO & Founder Governement Construction Experts	#1 Federal Government FEMA Trainer
SEGMENT TEN:	Million Dollar Producer Ceremony	Recognizing the top 25 Industry Sales Producers of 2016
4:30PM - 5:30PM	**PRESENTER:** Anthony Delmedico, SVG, Paul Reed, Ross Hail	
BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
SESSION SEVEN:	Increase Revenue through establishing a Final Flat Roof	
5:30PM - 6:00PM	**PRESENTER:** Sean Sanborn / Owner Final Flat Roof	
SESSION EIGHT:	Get Found Fast	
6:00PM - 6:30PM	**PRESENTER:** Dussty Scott	

HAPPY HOUR / NETWORK WITH INDUSTRY VENDORS

BREAK: NETWORKING LOUNGE INSIDE & FOOD TRUCK VILLAGE OUTSIDE **TRADE SHOW EXPO FLOOR:** STAGE 2

LIVE DRONE DEMOSTRATIONS OUTSIDE

6:30PM - 8:00PM

FEB 17 2017: WTS CONFERENCE DAY TWO

7:00AM - 8:45AM	Event Registration & Welcome Breakfast	**Location:** Ice Palace Studios: 59 NW 14th St Miami FL 33136
	Late Attendee sign in and receive welcome bag and badge	*Complimentary Continental Breakfast or Breakfast Food Trucks Available / Menu: Coffee, Bagels, Breakfast Food Trucks*
	TRADE SHOW EXPO FLOOR OPENS (7:00AM - 7:00PM)	***Location:*** *Ice Palace Studios : Stage 2*
BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
PRIVATE	***THIS IS A 2 HOUR TRAINING SESSION : MUST REGISTER PRIOR TO EVENT: LIMIT TO 100***	
SESSION ONE:	Federal Government Contracting	Get your company registered & certified to do buisness with the Federal Government
7:00AM - 9:00AM	**PRESENTER:** Doug Reitmeyer / CEO & Founder Governement Construction Experts	
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT ONE:	Welcome To WTS 2017 Day Two	Welcome to a $100 + Billion Dollar Industry
8:45 AM - 9:15 AM	**PRESENTER:** Anthony Delmedico / CEO & Founder of SVG	
SEGMENT TWO:	Improve Your Buy Ratio : Winning Appraisals	
9:15AM - 9:45 AM	**PRESENTER:** Steve Patrick /Level The Playing Field	
SEGMENT THREE:	Ethical Claims Handling	
9:45AM - 10:00AM	**PRESENTER:** Scott Friedson / Executive Director Texas Policyholder Advocates	
SEGMENT FOUR:	How to Beat the Insurance Experts at Their Own Game!	Large Loss Boss
10:00 AM - 10:15AM	**PRESENTER:** Kevin Burpee / PA Pride Public Adjusters	
SEGMENT FIVE:	Public Adjuster Panel	
10:15 AM - 11:00AM	**PRESENTER:** Kevin Burpee, PA; Justin Skipton; Bo Williamson,PA ; Lindsay Douglass, PA; Ray Choate, PA; Wade Tutt, PA	
SEGMENT SIX:	**KEY NOTE SPEAKER**	**"10X YOUR BUSINESS"**
11:00AM - 12:00PM	Grant Cardone / President 10X Your Sales & 10X Your Company	

LUNCH BREAK / NETWORK WITH INDUSTRY VENDORS

LUNCH: NETWORKING LOUNGE INSIDE & FOOD TRUCK VILLAGE OUTSIDE **TRADE SHOW EXPO FLOOR:** STAGE 2

Preview of "Insurance Wars" - Reality Show

LIVE DRONE DEMONSTRATIONS : OUTSIDE

12:00PM - 1:30PM

BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
SESSION TWO:	Advanced Xactamite Writing	
12:00PM - 1:00PM	**PRESENTER:** Brian Geary / Alliance Group	
SESSION THREE:	Overhead & Profit Workshop	
1:00PM-2:00PM	**PRESENTER:** Lindsey Douglass / Managing Partner The Insurance Claim Advantage	
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT SEVEN:	Industry Reform/ MRP / AOC	
1:15PM - 1:30 PM	**PRESENTER:** Joe Radcliff/ NIRC	
SEGMENT EIGHT:	How & When to use an Attorney	Its Better to motivate than litigate
1:30PM - 2:00 PM	**PRESENTER:** Evan Wolfe / Wolfe Law Group	

SEGMENT NINE:	Insiders Secrets: Assignment of Benefits	
2:00PM - 2:30PM	**PRESENTER:** Harvey Cohen/ Cohen Grossman Law	
SEGMENT TEN:	WTS LEGAL PANEL	Green Trial Law, Merlin Law Group, Wolfe Law Group, Cohen Grossman Attorneys at Law, Daly & Black, Mintz Truppman
2:30PM - 3:15PM	**PRESENTER:** Bob Green, Larry Bache, John Black, Adrian Arkin, Harvey V. Cohen, Evan Wolfe	

BREAK / NETWORK WITH INDUSTRY VENDORS

BREAK: NETWORKING LOUNGE INSIDE & FOOD TRUCK VILLAGE OUTSIDE **TRADE SHOW EXPO FLOOR:** STAGE 2

BARS OPEN 3PM

3:15PM - 4:15PM

BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
SESSION FOUR:	MARKETING MATTERS!	
3:15PM - 3:45PM	**PRESENTER:** Angela Delmedico / CEO ELEV8 Consulting	
SESSION FIVE:	SEO/ FB/ Social Media & Your Buisness	
3:45PM - 4:15PM	**PRESENTER:** Bill Combes/ CEO No Time for Social	
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT ELEVEN:	CASH FLOW KILLS	
4:15PM - 4:45PM	**PRESENTER:** Jeff Posey/ CEO & Founder Genesis Capital Ventures	
SEGMENT TWELVE:	MANAGE COLLECTIONS LIKE A BOSS	
4:45PM - 5:15PM	**PRESENTER:** Anthony Delmedico CEO & Founder of SVG	
SEGMENT THIRTEEN:	CUT YOUR INCOME TAX BILL	
5:15PM - 5:30PM	**PRESENTER:** Matt Barnes / Partner Barnes Tax Advisory	

WTS RAFFLE

SEGMENT FOURTEEN:	MAIN STAGE: WINNERS WILL BE DRAWN & WILL RECEIVE PRIZES
5:30PM - 6:00PM	MUST BE IN ATTENDANCE TO WIN

HAPPY HOUR / NETWORK WITH INDUSTRY VENDORS

BREAK: NETWORKING LOUNGE INSIDE & FOOD TRUCK VILLAGE OUTSIDE **TRADE SHOW EXPO FLOOR:** STAGE 2

LIVE DRONE DEMOSTRATIONS OUTSIDE

6:00PM - 8:00PM

FEB 18 2017: WTS CONFERENCE DAY THREE

NETWORKING WITH INDUSTRY VENDORS

LIVE DRONE DEMONSTRATIONS : OUTSIDE

TRADE SHOW EXPO FLOOR OPENS (7:00AM - 1:00PM) ***Location:*** *Ice Palace Studios : Stage 2*

BREAKOUT SESSIONS		**Location:** Ice Palace Studios : Stage 3
PRIVATE	THIS IS A 4 HOUR TRAINING SESSION : MUST REGISTER PRIOR TO EVENT: LIMIT TO 100	
SESSION ONE:	DRONE LIVE TRAINING EVENT	
9:00 AM - 1:00 PM	**PRESENTER:** Robert Harner & Zac Davis/ Upstate Aerial & Droneworks	LIVE DRONES INDOOR & OUTDOOR
SESSION TWO:	Access to Federal Government Contract Work, FEMA	
11:00 AM - 1:00 PM	**PRESENTER:** Doug Reitmeyer / CEO & Founder Governement Construction Experts	#1 Federal Government FEMA Trainer
MAIN STAGE CONFERENCE		**Location:** Ice Palace Studios : Stage 1
SEGMENT ONE:	The Saturday Sales Meeting	Goal setting workshop Vision Statement & Building Company Culture
9:00 AM - 10:00AM	**PRESENTER:** Anthony Delmedico/ CEO & FOUNDER SVG	
SEGMENT TWO:	The 3 Mistakes to avoid when growing your company	
10:00 AM - 11:00 AM	**PRESENTER:** Danny Kerr/ CEO Breakthrough Academy	
SEGMENT THREE:	TBD- OPEN	
11:00AM - NOON	**PRESENTER:** TBD	
SEGMENT FOUR:	TBD- OPEN	
NOON - 1:00PM	**PRESENTER:** TBD	

END OF SHOW

FEB 18 2017: WTS VENDOR BOOTH POST-EVENT

1:00PM - 7:00PM Vendor Tear Down

Location: Ice Palace Studios
59 NW 14th St Miami FL 33136

FEB 19 2017: WTS VENDOR BOOTH POST-EVENT

9:00AM - 5:00PM Vendor Tear Down

Location: Ice Palace Studios
59 NW 14th St Miami FL 33136