TUESDAY, OCTOBER 8, 2013

WHEN	WHAT	WHERE
7:30–11:30 AM	**Breakfast & 2013 Product Showcase**	**Dove & Foyer**
8:00–11:30 AM	**Breakout Sessions**	
8:00 AM	**BAS:** How to Upgrade N2 Devices	Redbird – J
	BAS: How To Use the New PCA Controller	Redbird – K
9:00 AM	**BAS:** Maximize your business with FX Asset	Redbird – J
	BIZ: Introduction to SPIN Selling Guest speaker: Tony Zanger, Huthwaite	Redbird – L
10:15 AM	**BAS:** How to Sell Wireless	Redbird – J
	BIZ: Introduction to Situational Leadership Guest speaker: Judd Hoekstra, The Ken Blanchard Companies	Redbird – L
11:30 AM	**Question & Answer Session**	**Main Ballroom**
Noon	**Lunch**	**Outdoor Firepit**
1:00 – 5:00 PM	**General Session**	**Main Ballroom**
1:00 PM	**Explore Future Plans for our FX System**	
1:45 PM	**Central Plant Design, Control and Optimization**	
3:15 PM	**There's No Such Thing As A "Free Lunch"** Guest speaker: Nancy Combs, HR Enterprise	
4:45 PM	**Question & Answer Session** Closing Remarks	
6:30 PM	**Dinner in Scottsdale**	

Johnson Controls

BUILDING CHAMPIONSHIP TEAMS

2013 ABCS & DISTRIBUTOR BUSINESS CONFERENCE

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CONFERENCE AGENDA

SUNDAY, OCTOBER 6, 2013

WHEN	WHAT	WHERE
Noon	**Lunch**	**Main Ballroom**
1:00-5:00 PM	**Kickoff Celebration and General Session**	**Main Ballroom**
1:20 PM	**The Social Media Buzz:** How to use it to impact your business	
2:30 PM	**The Next Generation of the Global Workforce:** A study of GEN Y	
4:00 PM	**North American Economic Forecast & Trend Analysis** Guest Speaker: Andrew Duguay, Senior Analyst of ITR Economics	
6:00 PM	**Cocktail Reception and Awards Dinner** Keynote Speaker: Rocky Bleier Four-time Super Bowl champion with the Pittsburgh Steelers	**Main Foyer & Main Ballroom**

MONDAY, OCTOBER 7, 2013

WHEN	WHAT	WHERE
7:30-11:30 AM	**Breakfast & 2013 Product Showcase**	**Dove & Foyer**
8:00-11:30 AM	**Breakout Sessions**	
8:00 AM	**BAS:** How to Upgrade N2 Devices	Redbird - J
	BAS: Future Plans for our FX system	Redbird - K
	BAS: Future Plans for our Metasys system	Redbird - L
9:00 AM	**BAS:** How to Sell Wireless	Redbird - J
	BIZ: Introduction to SPIN Selling Guest speaker: Tony Zanger, Huthwaite	Main Ballroom
	REF: OEM Trends in Refrigeration Guest speaker: John Murray, KeepRite	Redbird - L
10:15 AM	**BAS:** Maximize your business with FX Asset	Redbird - J
	BIZ: Introduction to Situational Leadership Guest speaker: Judd Hoekstra, The Ken Blanchard Companies	Main Ballroom
	REF: Future of Refrigerants - R22 & Beyond Guest speaker: Rob Yost, National Refrigerants	Redbird - L
Noon	**Lunch**	**Outdoor Firepit**
1:00 - 5:00 PM	**General Session**	**Main Ballroom**
1:00 PM	**Perspectives from our Leadership Team**	
1:15 PM	**Emergence & Growth of Energy Management**	
2:15 PM	**Introduction To Cloud Based Applications**	
3:30 PM	"**Froglogic**" Guest speaker: David Rutherford, former Navy SEAL and motivational speaker	
6:00 PM	**2013 Product Showcase, Cocktail Reception, Dinner and Entertainment**	**Dove & Outdoor Firepit**