

## IWF 2016 Education Conference Schedule at a Glance

	Tuesday, 8/23/2016	Wednesday, 8/24/2016	Thursday, 8/25/2016	Friday, 8/26/2016
<b>SYMPOSIUMS</b>	<p><a href="#">CLO – Closet Symposium:</a> 9:00am - 5:00pm</p> <p><a href="#">CMP - Wood Composites Symposium:</a> 8:30am – 4:30pm</p> <p><a href="#">CTP – Exploring Countertop Options:</a> 9:00am - 5:00pm</p> <p><a href="#">FIN – Finishing Symposium:</a> 8:30am – 4:30pm</p> <p><a href="#">FLO – Wood Flooring Symposium:</a> 8:30am – 4:30pm</p> <p><a href="#">VEN - Veenering Symposium:</a> 8:00 am - 4:00 pm</p>			
<b>BUSINESS MANAGEMENT</b>		<p><a href="#">BMG14 – Ready...Aim... Hire: Just Because Your Competition Hires This Way, Doesn't Mean You Should:</a> 9:00am - 10:30 am</p> <p><a href="#">BMG6 - Driving Business Growth -Fueling High Performance - Five Critical Success Factors for Business Growth and Profitability:</a> 11:00am – 12:00pm</p> <p><a href="#">BMG17 – Pricing for Profitability:</a> 11:00am - 12:30pm</p> <p><a href="#">BMG7 - The Customer of the Future - Will Tomorrow's Customers Be Yours? Excelling in Customer Service - Future Trends – Obtaining Customer Loyalty:</a> 1:00pm -2:00pm</p> <p><a href="#">BMG11 - The Secret Link of Accounting and Operations:</a> 1:00pm – 2:00pm</p> <p><a href="#">BMG13 - Managing is Leading: Find and Develop Your Personal "Leadership" Style:</a> 1:30pm – 2:30pm</p> <p><a href="#">BMG15 - I Hired Workers but Human Beings Showed Up:</a> 1:00pm – 2:30pm</p> <p><a href="#">BMG8 - Wake Up and Smell the Competition - Sales, Business Development and Competitive Excellence:</a> 3:00pm – 4:00pm</p>	<p><a href="#">BMG1 - Become Invincible to Lawsuits, Save Thousands in Taxes, and Successfully Pass Assets to Heirs:</a> 9:00 - 11:00 am</p> <p><a href="#">BMG2 - Intellectual Property 101 for the Woodworking Executive/Artist/Inventor: Protecting Your Inventions and Other Creative Works:</a> 10:00am - 12:00pm</p> <p><a href="#">BMG9 - Are You a Boss? Or a LEADER? Would You Work for You?:</a> 11:30am - 12:30pm</p> <p><a href="#">BMG16 - Design/Quote Automation:</a> 12:30pm - 1:30pm</p> <p><a href="#">BMG10 - The Marketplace has Changed - What Needs to Change in Your Business? 10 Steps to Successful Change Implementation:</a> 1:00pm – 2:00pm</p> <p><a href="#">BMG19 - Transition from Residential to Commercial Woodworking:</a> 1:00pm – 2:30pm</p> <p><a href="#">BMG4 - Free Product Costing Software for Small Woodshops:</a> 1:00pm – 2:30pm</p> <p><a href="#">BMG12 - Workforce Development: Finding, Growing, Keeping Good Employees:</a> 3:00pm – 4:00pm</p> <p><a href="#">BMG5 - Overview of Market, Employment, and Investment Trends in the U.S. Woodworking Industry:</a> 3:00pm – 4:30pm</p>	<p><a href="#">BMG3- Lessons from Automotive Suppliers for Wood Products Manufacturers:</a> 9:00am - 10:30am</p> <p><a href="#">BMG22 - Best Hiring Practices:</a> 1:00pm – 2:30pm</p> <p><a href="#">BMG18 - Succession and Exit Strategy Planning for Woodworking Businesses:</a> 3:00pm – 4:30pm</p>
<b>MARKETING &amp; BUSINESS DEVELOPMENT</b>		<p><a href="#">MKT5 – How to Effectively Work a Trade Show:</a> 9:00am - 10:30am</p> <p><a href="#">MKT4 – Powering up Your Sales NOW!:</a> 11:00am – 12:30pm</p>	<p><a href="#">MKT2 – Email Marketing - Techniques for Staying Top of Mind with Your Customers:</a> 9:00am - 10:30am</p> <p><a href="#">MKT3 – Selling to Women – Today's Greatest Economic Engine:</a> 2:30pm – 3:30pm</p>	<p><a href="#">MKT1 – Social Media Tips and Trends for the Forest Products Industry:</a> 9:00am - 10:30am</p> <p><a href="#">MKT6 – Surge your Sales – Tools to Automate and Manage your Sales:</a> 11:00am – 12:30pm</p>
<b>MANUFACTURING &amp; DESIGN</b>		<p><a href="#">FAU2 – The Color Challenge: Pairing Creativity with Consistency:</a> 9:00am - 10:00am</p> <p><a href="#">MFG18 – Exposing Problems that Reduce Profit in the Finish Room:</a> 9:00am - 11:00am</p> <p><a href="#">MFG9 – Color Matching:</a> 9:00am – 11:00am</p> <p><a href="#">MFG14 – Driving Double Digit Profitable Growth: Transactional versus Relational Selling:</a> 11:00am – 12:00pm</p> <p><a href="#">MFG22 - Automating Your Shop: Which Comes First?:</a> 1:00pm – 2:30pm</p> <p><a href="#">MFG4 – MOISTURE: Effects and Measurement:</a> 2:30pm – 3:45pm</p> <p><a href="#">MFG21 – New Regulatory Standards and Practical Solutions for Combustible Dust Control: A Comprehensive Review:</a> 3:00pm – 3:45pm</p> <p><a href="#">MFG1 – A Prescription for Healthy UV Curing on Wood:</a> 3:00pm – 4:00pm</p> <p><a href="#">MFG17 – CNC Tips, Tricks and Techniques:</a> 3:00pm – 4:30pm</p> <p><a href="#">MFG19 – KICK ASS LEAN:</a> 3:00pm – 5:00pm</p>	<p><a href="#">MFG23 – Wood and Water (Friends or Foes?):</a> 9:00am – 10:00am</p> <p><a href="#">MFG8 – Spot Repair Touch up Techniques and Related Finishing Problems:</a> 9:00am – 11:00am</p> <p><a href="#">MFG11 – Engineered Wood Composite and Sustainable Manufacturing:</a> 10:00am – 11:00am</p> <p><a href="#">FAU3 – Working with Architects and Designers:</a> 11:00am -12:30pm</p> <p><a href="#">MFG5 – Rx for Enhancing Roughmill Performance:</a> 11:00am – 1:00pm</p> <p><a href="#">MFG20 – Combustible Dust...an Explosive Issue:</a> 11:30am – 12:30pm</p> <p><a href="#">FAU1 – Discover the Moving Power of Colors:</a> 1:30pm - 3:00pm</p> <p><a href="#">MFG2 – Wood 101. All about Wood for Manufacturers and Woodworkers:</a> 2:00pm – 3:45pm</p> <p><a href="#">MFG16 – The Science of Sanding – from Orbital to Wide Belt:</a> 3:00pm – 4:30pm</p> <p><a href="#">MFG10 – The Magic of Custom Tooling:</a> 3:30pm – 5:00pm</p>	<p><a href="#">MFG6 – Rx for Gluing Wood: Practical Tips and Troubleshooting Defects:</a> 9:00am – 11:00am</p> <p><a href="#">MFG13 – Industry 4.0 – The Future of Manufacturing:</a> 11:00am – 12:30pm</p> <p><a href="#">MFG15 – Aggregate Tooling – A new angle on CNC Machining:</a> 11:00am – 1:00pm</p> <p><a href="#">MFG3 – Analyzing Incoming Lumber:</a> 11:30am – 1:00pm</p> <p><a href="#">MFG12 – Dual-line Rough Mill Processing – The Practices and the Facts:</a> 2:00pm – 3:30pm</p> <p><a href="#">MFG7 – Rx for Machining Wood: Practical Tips and Troubleshooting Defects:</a> 2:30pm – 4:00pm</p>
<b>NEW BUSINESS SECTORS</b>		<p><a href="#">NBS3 - Inkjet &amp; Your Business – Primer for Inkjet Printing Technology, Workflow, and Applications:</a> 9:00am - 10:30am</p> <p><a href="#">NBS4 – Digitally Produced Surfaces – Real Life Examples: A Vendor/Producer Panel:</a> 1:00pm – 2:30pm</p>	<p><a href="#">NBS2 – Leapfrog from Laminate to High End Concrete:</a> 1:00pm – 2:30pm</p>	<p><a href="#">NBS1 – 3D Printing and the Return of Cottage Industry:</a> 9:00am – 10:30am</p> <p><a href="#">NBS5 – Is it for me? Using 3D Printing in Manufacturing Processes:</a> 11:00am – 12:30pm</p> <p><a href="#">NBS6 – Urban Wood Utilization: Making Wood Products and Profits from Landscape Trees:</a> 1:00pm – 2:30pm</p>