

IWF 2018 Education Sessions - Schedule at a Glance

Session Track	Wednesday, August 22	Thursday, August 23rd	Friday, August 24th
<p>Business Management</p>	<p><u>BMG31 – Mentor Your Next Hire – Make Yourself Attractive: 9:00 AM - 10:30 AM</u></p> <p><u>BMG23 - Building Winning Teams: 9:00 AM - 11:00 AM</u></p> <p><u>BMG25 – Working with Architects and Designers 9:00 AM - 11:00 AM</u></p> <p><u>BMG24 - Growing Your Skilled Workforce: 10:30 AM - 12:00 PM</u></p> <p><u>BMG32 – How to Develop a Relationship with Local Educational Facilities for Potential Employees: 11:00 AM – 12:30 PM</u></p> <p><u>BMG26 - Building a Valuable Business: Panel Discussion: 11:30 AM – 1:00 PM</u></p> <p><u>BMG5 - Seven Steps to Service Excellence: 1:00 PM – 2:00 PM</u></p> <p><u>BMG27 - The Art of Pricing Profitably: 1:00 PM – 3:00 PM</u></p> <p><u>BMG30- Buying that Big Machine: 3:00 PM – 5:30 PM</u></p>	<p><u>BMG19 - Bridging the Skills Gap: How to Develop a Sustainable Workforce Talent Pool: 9:00 AM - 10:00 AM</u></p> <p><u>BMG6 - Are You a Boss? Or a LEADER? - Would You Work for You?: 9:00 AM - 10:00 AM</u></p> <p><u>BMG1 - Become Invincible to Lawsuits, Save Thousands in Taxes, and Successfully Pass Assets to Heirs: 9:00 AM - 11:00 AM</u></p> <p><u>BMG10 - Effective Estimating that leads to Bullet Proof Proposals: 9:00 AM - 11:00 AM</u></p> <p><u>BMG12 - Sustainable Innovation Is Built On Trust: 9:00 AM - 10:30 AM</u></p> <p><u>BMG7 - How to Avoid the Family Owned Business Blues and Excel as a Family Owned Business: 10:30 AM - 11:30 AM</u></p> <p><u>BMG18 - Are you Running Your Business or is it Running You?: 10:30 AM - 12:00 PM</u></p> <p><u>BMG13 - How To Be Visionary: Create BOLD Results In Uncertainty: 11:00 AM - 12:30 PM</u></p> <p><u>BMG8 - Managing and Motivating Millennials - What Makes Them Tick?: 1:00 PM - 2:00 PM</u></p> <p><u>BMG11 - How to Reduce Problems and Maximize Profits Using Two-Component Polyurethane and Waterborne Finishes: 1:00 PM - 2:30 PM</u></p> <p><u>BMG14 - Ready...Hire...Aim: Just Because Your Competition Hires This Way, Doesn't Mean You Should: 1:00 PM - 2:30 PM</u></p> <p><u>BMG20 - Survive and Thrive – Assuring the Long-Term Success of Your Company: 1:00 PM - 2:30 PM</u></p> <p><u>BMG2 - Intellectual Property 101 for the Woodworking Executive/Artist/Inventor: Protecting Your Inventions and Other Creative Works: 1:00 PM - 3:00 PM</u></p> <p><u>BMG21 - How to Create New Forms of Value, at Every Level, to Create a Culture of Innovation that Will Improve Profits and Differentiate Your Brand: 1:00 PM - 3:00 PM</u></p> <p><u>BMG15 - I Hired Workers but Human Beings Showed Up: 3:00 PM - 4:30 PM</u></p>	<p><u>BMG4 – Apprenticeships Explained: 9:00 AM – 10:30 AM</u></p> <p><u>BMG16 - Culture Eats Strategy For Breakfast - What's Your Culture?: 9:00 AM - 10:30 AM</u></p> <p><u>BMG3 - Intellectual Property 201 for the Woodworking Professional/Artist/Inventor: Patenting Process and Strategies: 9:00 AM – 11:00 AM</u></p> <p><u>BMG29 - The Power of Leadership: Keeping Employees Inspired for the Long Run: 10:30 AM - 12:00 PM</u></p> <p><u>BMG17 - Anticipating and Overcoming Predictable Barriers to Growth: 11:00 AM – 12:30 PM</u></p> <p><u>BMG9 - Using Measurable Data to Get Maximum Employee Performance: 1:00 PM – 2:00 PM</u></p> <p><u>BMG33 – Growing Your Business With Exports: 2:30 PM – 5:00 PM</u></p>
<p>Marketing & Business Development</p>	<p><u>MKT3 – Aligning Your Team for RESULTS: 11:00 AM - 12:00 PM</u></p> <p><u>MKT6 – Mindful Selling: 7 Core Principles for Successful Selling: 11:00 AM - 12:30 PM</u></p> <p><u>MKT8 – Technology & the Human Hand – Are We Losing Touch?: 4:00 PM – 5:00 PM</u></p>	<p><u>MKT4 – Effective Email for Small Businesses: 3:00 PM - 4:30 PM</u></p> <p><u>MKT7 – When Does Information Become Knowledge?: 3:30 PM – 5:00 PM</u></p>	<p><u>MKT1 – High-End Architectural Millwork: Truly Finding and then Thriving in a Niche Market: 9:00 AM - 10:00 AM</u></p> <p><u>MKT2 –Strengthening Brand Equity in Today's Economy: 10:30 AM – 12:30 PM</u></p> <p><u>MKT5 –Video that Works: 1:00 PM – 2:30 PM</u></p>
<p>Manufacturing & Design</p>	<p><u>MFG6 - HVLP Turbospray Technology, Past-Present-Future: 9:00 AM - 10:30 AM</u></p> <p><u>MFG24 – Imagination to Industrialization, Wood Finishes Delivering Design: 1:00 PM – 2:00 PM</u></p> <p><u>MFG11 - Managing Your Soft Assets – Advanced Manufacturing Processes for Managing Your CAD Component Designs and More: 1:00 PM – 2:30 PM</u></p> <p><u>MFG20 - Innovating Manufacturing Processes to Grow Capacity in Your Production Facility: 1:30 PM – 3:30 PM</u></p> <p><u>MFG18 – Wood Products and Biophilic Design: 2:30 PM – 3:30 PM</u></p> <p><u>MFG19 – Combatting the Dangers of Combustible Dust: An Engineered Approach: 3:00 PM – 4:00 PM</u></p> <p><u>MFG8 – Innovation in Composite Materials: 4:00 PM – 5:00 PM</u></p>	<p><u>MFG4 – Leading Change. Top Management's role in a Lean Manufacturing Transformation: 9:00 AM – 10:30 AM</u></p> <p><u>MFG12 – Boundary - Pushing with Your Nested-Based Router: 10:30 AM – 12:30 PM</u></p> <p><u>MFG13 – Combustible Dust...an Explosive Issue: 11:00 AM -12:00 PM</u></p> <p><u>MFG5 – Capturing Value with Engineered Wood: 11:30 AM – 12:30 PM</u></p> <p><u>MFG9 – RESULTS MATTER: 1:00 PM - 3:00 PM</u></p> <p><u>MFG10 – Benefits of a Portable Spray Finishing System in a Small to Medium Sized Production Shop Setting: 2:30 PM – 3:30 PM</u></p> <p><u>MFG3 –Think Light - Benefits and Opportunities of Lightweight Materials: 3:00 PM – 5:00 PM</u></p> <p><u>MFG23 –Discover the Sounds of Color: 3:30 PM – 5:00 PM</u></p> <p><u>MFG17 – LEAN Strategies for Small Shops: 3:30 PM – 5:30 PM</u></p>	<p><u>MFG14 – Robots in the Small to Medium-Sized Shop: 9:00 AM – 10:00 AM</u></p> <p><u>MFG7 – Working Plastics in the Woodshop: 10:30 AM – 12:00 PM</u></p> <p><u>MFG2 – Lean in the Automotive Supplier Industry - What We Can Learn from Them: 11:00 AM – 12:30 PM</u></p> <p><u>MFG16 – Transitioning to In-House Finishing – Profitably: 11:00 AM – 12:30 PM</u></p> <p><u>MFG21 – Curved Joinery, Edges and Inlays: 1:00 PM – 2:30 PM</u></p> <p><u>MFG15 – Acing that Modern Job: 1:00 PM – 3:00 PM</u></p> <p><u>MFG1 – Industry 4.0 – Industry Status and Examples: 2:00 PM – 3:30 PM</u></p> <p><u>MFG22 - Cold Metal Casting and Reproduction for Furniture Embellishment: 3:30 PM – 5:00 PM</u></p>
<p>New Business Sectors</p>			<p><u>NBS1 – Leapfrog from Laminate to High End Concrete: 9:00 AM – 10:30 AM</u></p> <p><u>NBS3 – Inkjet & Your Business – Inkjet Printing Technology in Woodworking: 11:00 AM – 12:00 PM</u></p> <p><u>NBS4 – The Urban Wood Revolution is NOW! Come Join the Movement: 1:00 PM – 2:30 PM</u></p>

