

EVENT

QSC Power Meeting 2023 - Lexington, Kentucky

March 28 - 31, 2023

LOCATION

**Lexington Griffin Gate
Marriott Resort and Spa**
1800 Newtown Pike
Lexington KY 40511-1330

SCHEDULE

March 28th, 2023 | 8:00 am - 5:00 pm

Explore Lexington

Enjoy this time on your own to explore Lexington, a vibrant city with Southern charm and hospitality. Known as "The Horse Capital of the World," Lexington is rich in heritage honoring a history of horses, bourbon, creative culture, restaurants, outdoors and history. Traditional? Maybe. But boring? Never! Dig In!

Session Type: **Networking**

March 28th, 2023 | 8:00 am - 5:00 pm

QSC Advisory Council Meeting

This event requires the attendance of QSC Advisory Council members only.

Session Type: **Meeting**

March 28th, 2023 | 3:00 pm - 5:00 pm

Registration Open

Pick up your credentials, gather information about the Lexington area, collect your Power Meeting goodies and enjoy some light snacks and refreshments – QSC is ready to welcome one and all!

Session Type: **Registration**

March 28th, 2023 | 6:30 pm - 9:00 pm

Challenge Air for Kids and Friends – Hosted by Hodes Company

And they're off! Enjoy this fun-filled fund-raiser by taking part in the events of the evening featuring all things Kentucky!

Attendees are invited to dress in their most traditional bib and tucker, just as if they were attending the KY Derby. Ladies' hat-making and gentlemen's southern best outfits will be noticed by peers as prizes will be given for the most memorable, unique and creative designs.

By eliminating the belief that they are limited, these children can grow to their full potential. They are given the opportunity to find courage within themselves and build in areas where they lack self-esteem. Challenge Air provides an unforgettable growing experience that opens the door to possibilities while allowing the children to see if they can fly a plane, they can do anything!

Session Type: **Fundraiser**

March 29th, 2023 | 8:30 am - 5:00 pm

Registration Open

Get all the information you need for the next two days filled with fun, networking and education!

Session Type: **Registration**

March 29th, 2023 | 11:00 am - 2:00 pm

Exhibitor Set Up

Prepare well for the next two days – lots of interactive opportunities are coming your way!

Session Type: **Operations**

March 29th, 2023 | 1:00 pm - 3:00 pm

Keynote Presentation – Finding Significance - Presented by Lauren Schieffer, CSP

Most of us are programmed to chase wealth and success. While there is nothing wrong with earning a very good living, doing so does not automatically create a lasting legacy. There comes a time when it's not about how much money you make, but how many lives you touch and the manner in which you choose to impact them. THAT is SIGNIFICANCE.

Attendees will learn about:

- The difference between success and significance
- Key characteristics for developing significance
- How to utilize significance to create a lasting impact
- How to empower others to significance as well

Who will benefit from attending?

- Owners, Founders, Principals
- Managers, Supervisors, Leaders
- Employees who want to have a positive impact at work and at home
- Anyone struggling to find meaning in their daily routine

Session Type: **Keynote**

March 29th, 2023 | 3:00 pm - 3:15 pm

Networking Break with Industry Partners

Mix it up with your colleagues during this break and watch your QSC relationships flourish. Grab a snack and enjoy as you prepare for more compelling education and fun!

Session Type: **Networking**

March 29th, 2023 | 3:15 pm - 4:15 pm

Culture Chaos? The Future is Now!

This multi-generational panel of women making a difference in the PHC workforce will discuss events, strategies and topics currently affecting our industry.

Discussion topics will include:

- Business practices affecting employee productivity
- Business strategies for the future
- Workforce development opportunities
- Diversity, equity and inclusion in the workplace

Panelists include Moderator Brenda Dant, Executive Director, Indiana PHCC; Stacey Ziegler Harp, Hodes Company; Skylar Halpin, Halpin Plumbing, Inc.; Karen Hill, H&M Plumbing; Amy Hart, Continental Plumbing; and Deidra McElroy, Magnolia Plumbing, Heating, Cooling.

Session Type: **Panel Discussion**

March 29th, 2023 | 5:15 pm - 6:15 pm

How to Pick a Winner – A QSC Team-Building Event! Presented by Dan Liebman

All Power Meeting 2023 attendees will love this time spent together learning to read a racing form and the mastery of picking a horse race winner. Creativity and a little bit of “friendly competition” when combined are never a bad thing! This specially designed team building activity will bring out the best in everyone, inspire a lifetime of memories and provide some bragging rights!

Session Type: **Seminar**

March 29th, 2023 | 7:00 pm - 9:00 pm

Opening Reception - Sponsored by Bradford White

This kick-off reception will start your Power Meeting 2023 experience off in classic Kentucky style. Celebrate, mix, mingle and catch up with your QSC friends and associates as you eat, drink and learn from QSC Industry Partners about the newest, the latest and the greatest.

Session Type: **Reception**

March 30th, 2023 | 8:00 am - 9:00 am

Networking Breakfast with Industry Partners

Rise and shine! Get your juices (and coffee) flowing as this networking opportunity will get your day started in just the right way. There's plenty in store for this action-packed Power Meeting so make sure to take advantage of this, the most important meal of the day with QSC friends and associates!

Session Type: **Breakfast**

March 30th, 2023 | 8:00 am - 5:00 pm

Registration Open

Power Meeting 2023 attendees can pick up their badge and attendee bag, register, ask questions and gather event information during this time.

Session Type: **Registration**

March 30th, 2023 | 9:00 am - 10:00 am

Change Management - Presented by Amy Hart and Chris West

How have folks changed the way they do business? Changing beliefs and attitudes of the younger generations and improving company culture, accountability, efficiency, sustainability will all be discussed during this interactive discussion.

Session Type: **Education**

March 30th, 2023 | 10:00 am - 10:15 am

Networking Break with Industry Partners

Eat, drink and be merry! There is still a lot of education and information coming your way!

Session Type: **Networking**

March 30th, 2023 | 10:15 am - 11:30 am

How Best-in-Class Businesses Use Key Metrics to Improve Their Performance - Presented by Christian Dunwoody, SCORPION (QSC Industry Partner and Platinum Sponsor)

In today's world, using data to inform and drive your business is critical, but where do you start? In this interactive workshop, you'll learn what best-in-class businesses track and measure to get visibility into the areas they need to improve. Knowing these numbers allows business owners to identify potential areas of improvement, establish benchmarks, and create a timeline to achieve them.

During this interactive session, business owners will learn:

- Which key metrics (KPIs) every best-in-class business should be tracking
- How best-in-class businesses implement, track, and measure KPIs
- Identify where your business currently stacks up for each KPI
- Identify practical steps to continually optimize them

Session Type: **Seminar**

March 30th, 2023 | 11:30 am - 12:30 pm

Networking Lunch with Industry Partners

Add even more networking time to your Power Meeting 2022 experience! QSC relationships between Contractors and Industry Partners are vitally important. This time-well-spent networking lunch will enable Power Meeting 2023 attendees to engage in conversations that will enhance and promote business and expand resources.

Session Type: **Lunch**

March 30th, 2023 | 12:45 pm - 1:45 pm

Education Session – Let's Get Heat Pumped Up! Presented by Gregg Holladay

Are you wondering what all the fuss is over Heat Pump Water heaters? While half of American homes have electric water heaters and replacement makes sense, what's up with Decarbonization efforts to replace gas? Dive into learning about these market changes, the new 30% Federal Tax Credit, and most of all, how these products work and save.

Session Type: **Roundtable**

March 30th, 2023 | 2:00 pm - 3:00 pm

Human Resource and Employment Law Update - Presented by Bill Ford

During this session, QSC's HR and Employment Law member partner, SESCO, will provide an overview of the latest HR and Employment Law issues facing members. Topics will include the DOL's new independent contractor regulations and increased audits, legalization of medical and recreational marijuana in the workplace, state laws regarding sick leave and how those laws affect leave policies, employee retention, wage hour regulations, and others.

Session Type: **Education**

March 30th, 2023 | 3:15 pm - 5:00 pm

Networking and Discussion Session – Qlist Live! – Presenters – Beth Dobkin, Les Hanks and Todd Williams – QSC Business Coaches

This networking and peer-to-peer learning experience is truly a Power Meeting favorite. An open and interactive format provides all attendees the opportunity to discuss solutions, trends and challenges that may be converted to opportunities. QSC Business Coaches Beth Dobkin, Todd Williams and Les Hanks will lead these discussions resulting in actionable ideas and tactics.

Session Type: **Networking**

March 30th, 2023 | 6:00 pm - 8:00 pm

Bourbon Tasting! Sponsored by Scorpion

Experience bourbon like never before! Experts from the area will share tips, secrets and histories of various regional and worldwide favorites. Power Meeting 2023 attendees will leave this “top shelf” event in “good spirits” and knowledgeable about some facts and anecdotes that they will be able to share for years to come.

Session Type: **Networking**

March 31st, 2023 | 8:00 am - 12:00 pm

Registration Open

Is there anything that we missed? Let us know! We will welcome your comments and thoughts for the future of QSC and Power Meetings to come.

Session Type: **Registration**

March 31st, 2023 | 8:00 am - 9:00 am

Networking Breakfast with Industry Partners

Coffee's on! Continue the QSC collaborative momentum by starting the day sharing Power Meeting 2023 anecdotes and how are you going to implement all that you've garnered! The sky's the limit and this morning's discussions with those who do what you do will help you fine-tune your plans.

Session Type: **Breakfast**

March 31st, 2023 | 9:00 am - 10:00 am

Grow Your Business Through Acquisition - Presenter, Todd Williams

QSC's newest Business Coach Todd Williams will discuss the benefits of acquisitions and how this can substantially grow profitability and business quickly. Todd will also discuss how to approach other companies and give examples of how other owners have done this successfully.

Session Type: **Education**

March 31st, 2023 | 10:15 am - 11:15 am

Improving Your Inventory Control System – Presenter, Joe Hodes

During this compelling session, attendees will hear from industry partner veteran and long-time QSC supporter Joe Hodes about ways to move more cash to the bottom line by saving time and increasing product turns.

Session Type: **Education**

March 31st, 2023 | 12:00 pm - 1:00 pm

Networking Lunch with Industry Partners

Power Up! Make the most of the valuable moments needed to spend time with your industry cohorts. QSC relationships are vitally important. This time-well-spent networking lunch will offer yet another opportunity for Power Meeting 2023 attendees to engage in conversations that will enhance and promote business and personal bonds and expand much needed resources.

Session Type: **Lunch**

March 31st, 2023 | 1:00 pm - 2:00 pm

Why a 20 plus year Safety Manager hates the phrase “Safety is Number One” – Presenter Jonathan Byrd

This session will look how much it matters when it matters as well as at the often-used “Safety is Number One” adage and break down some of the miss conceptions regarding this phrase.

Session Type: **Education**

March 31st, 2023 | 2:00 pm - 2:15 pm

Networking Break with Industry Partners

Continue your Power Meeting 2022 networking with friends and colleagues during this break and watch your QSC relationships flourish. Grab a snack and enjoy as you prepare for more compelling education and fun!

Session Type: **Networking**

March 31st, 2023 | 2:15 pm - 3:15 pm

The Mark and Chuck Show! Presenters, Mark Valentini and Chuck White

Take part in a light-hearted, unbiased, non-partisan discussion about what is going on in our government today and how it affects the p-h-c industry. As seen through the eyes of experts with their fingers on our nation's pulse, attendees will enjoy candid, relevant and timely comments and all will be given the opportunity to ask questions and find out "why" things are as they are, or aren't!

Session Type: **Education**

March 31st, 2023 | 2:30 pm

Exhibitor Tear Down

The party is almost over – it's just about time to call it a day!

Session Type: **Operations**

March 31st, 2023 | 3:15 pm - 4:30 pm

Closing Keynote – Trust & Your Road to Loyalty – How to Build Experiences that Move People - Presented by Justin Patton

Trust is your biggest competitive advantage. Why? Because trust impacts engagement, the customer experience, and it's ultimately what keeps people coming back for more. This interactive program has you explore the three factors of building trust with others and how to repair trust once it's broken. You'll leave knowing the three questions you must be able to say YES! to if you want high levels of trust in any relationship. A workplace of trust and belonging shouldn't be the exception. It should be the standard. This is your roadmap on how to make it happen.

Session Type: **Keynote**

March 31st, 2023 | 6:00 pm - 9:00 pm

Closing Reception - Sponsored by A.O Smith

The time has come to say good-bye...until next year...and so good to see you! Wind up Power Meeting 2023 with a bit of fun and lots of great memories. Put on your party pants for now...it'll soon be time to relax – just make sure you make the most of this final networking opportunity which will certainly be enjoyed by all!

Session Type: **Reception**
