

Wednesday, April 2, 2008

*Please note that the hospitality desk is open from 7 to 10 a.m.
Registration is open from 1 to 5 p.m.*

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| 8:30 – 10:00 a.m. | Executive Committee Meeting |
| 10:00 a.m. – 2:00 p.m. | Board of Directors Meeting |
| 2:30 – 4:30 p.m. | Committee Meetings
Please note, all five AHTD committees will meet at this time. |
| 5:15 – 6:00 p.m. | First Time Attendee Orientation/Reception |
| 6:00 – 7:30 p.m. | Opening Reception
Light appetizers served. |
| Spouses: | |
| 5:00 – 6:00 p.m. | Spouse Reception |

Thursday, April 3, 2008

*Please note that the hospitality desk is open from 9 a.m. to noon.
Registration is open from 7 a.m. to 5 p.m.*

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| 7:00 – 8:00 a.m. | Breakfast |
| 8:00 – 9:30 a.m. | Opening General Session
<i>Selecting and Preparing the Next Generation of Leaders</i> |
| 9:30 – 10:00 a.m. | Break |
| 10:00 – 11:30 a.m. | General Session
<i>Financial Trends in Industrial Distribution:
How Do You Compare?</i> |
| 11:30 a.m. – 1:30 p.m. | Lunch |
| 2:00 – 3:15 p.m. | Workshop Session
1A. <i>How AHTD Works (For You)</i>
1B. <i>How to Buy and Sell a Distribution Business</i>
1C. <i>How to Find and Attract Sales Employees</i> |
| 3:15 – 3:45 p.m. | Break |
| 3:45 – 5:00 p.m. | Workshop Session
2A. <i>Targeting Accounts</i>
2B. <i>How to Financially Run a Business</i>
2C. <i>How to Retain and Train Sales Employees</i> |
| 6:30 – 8:00 p.m. | New Product Showcase |
| Spouses:
8:15 a.m. – 12:15 p.m. | Spouse Brunch and Tour |

Friday, April 4, 2008

Registration is open from 7 a.m. - 2 p.m.

7:30 – 9:30 a.m.

Breakfast

8:30 – 10:00 a.m.

General Session

Trends in the Industry

10:00 – 10:30 a.m.

Break

10:30 a.m. – noon

General Session

Selling Value: Some Secrets of Successful Negotiating

12:00 – 12:30 p.m.

Boxed Lunch

6:00 – 8:00 p.m.

Sunset Cruise

Optional Excursions:

12:15 – 5:00 p.m.

Golf Tournament

12:45 – 2:45 p.m.

Lloyd's Bike Tour

2:00 – 6:00 p.m.

Deep Sea Fishing

Spouses:

7:30 – 9:30 a.m.

Breakfast

Saturday, April 5, 2008

Registration is open from 8:30 to 11:00 a.m.

8:30 – 9:30 a.m. **Breakfast**

9:00 – 10:30 a.m. **Closing Session**
*The Business of You: Time Management
and Personal Leadership*

Optional Excursions:

12:00 – 4:00 p.m. **Seaplane to the Dry Tortugas**
OR 2:00 – 6:00 p.m.

Looking for More Fun in the Sun?

The locals recommend this site to help you figure out what to do when on the island.
<http://www.keywestattractions.org/>