

JW MARRIOTT  
PHOENIX DESERT RIDGE



# IMAGINE

MAR 3-7

MCAA19



**PLANNING GUIDE**

# IMMAG

a week created just for you!

## WELCOME!

It is my distinct pleasure and honor to invite you, the members of our MCAA family, to once again gather for our annual Convention. MCAA19 will be held March 3-7 at the beautiful JW Marriott Phoenix on the outskirts of Phoenix, Arizona. As you will see from this Planning Guide, we have an awesome lineup of world-class speakers and entertainment along with an incredible array of industry seminar speakers and workshop leaders. I was imagining another great MCAA convention, but our lineup has even exceeded my expectations. Our week will not only be informative and entertaining, I believe it will be transformative. And furthermore, we'll have *my* President's video!

So come join us! It will be an extraordinary event you won't want to miss!

# LINE

# MCAA 19

Michael A. Brandt  
*MCAA President*





## Earvin “Magic” Johnson

**NBA Legend, Cultural Icon,  
and Business Leader**

**Magic Johnson** is a hardwood icon. Those who remember the '80s will surely recall his epic championship battles with friend and rival Larry Bird. The LA Lakers' first overall pick in the 1979 NBA draft, Magic won a championship in his rookie season—and he never looked back. Over 13 seasons with the Lakers, Magic redefined the position of point guard. The 12-time NBA All-Star would win four more titles, capturing three MVP Awards, and eventually being named to the Basketball Hall of Fame, twice! Since he left the basketball court for the boardroom, Johnson parlayed his skills and tenacity to become a business powerhouse, dedicating his life to serving urban communities. Still a commanding presence in the sports world, Magic is co-owner of the LA Dodgers, LA Sparks of the WNBA, and Major League Soccer's LA Football Club.

*Learn more about this sports legend, businessman, philanthropist, activist, and broadcaster at [magicjohnson.com](http://magicjohnson.com).*

**IMAGINE** being so successful on the court and in business,  
you can only be called “Magic.”

# Tuesday Partners' Program

Hosted by Tina Brandt



## Lori Greiner

Shark Tank Star,  
Author, and Entrepreneur

Sponsored by **Ferguson**



Have an idea you think will sell? She'll know if your product is a "hero or a zero." **Lori Greiner** has created over 700 products and holds 120 U.S. and international patents. A self-made force of innovation, Greiner is a star on the four-time Emmy Award-winning *Shark Tank* on ABC, where she invests in companies and helps turn people's dreams into a reality. Lori is known for her negotiating skills and uncanny ability to identify and invest in winning brands, all with a simple goal: bring happiness to people by making their lives easier. Her bestselling book, *Invent It, Sell It, Bank It*, was named one of the top 10 business books by Amazon.com. You can find Lori's products in top magazines like *O*, *The Oprah Magazine*, *InStyle*, and *Family Circle*. She has also been profiled in *Parade*, *Financial Times*, *Forbes*, and *Entrepreneur* and has appeared on "The View," "Bloomberg," "CNN," and many others.

Want to know more about this refreshing all-American success story?  
Visit [www.lorigreiner.com](http://www.lorigreiner.com).

**Breakfast will be served and childcare will be available.**

**IMAGINE** the perfect blend of instinct and entrepreneurship.



## Theo Epstein

Baseball Executive for the Chicago Cubs and Boston Red Sox

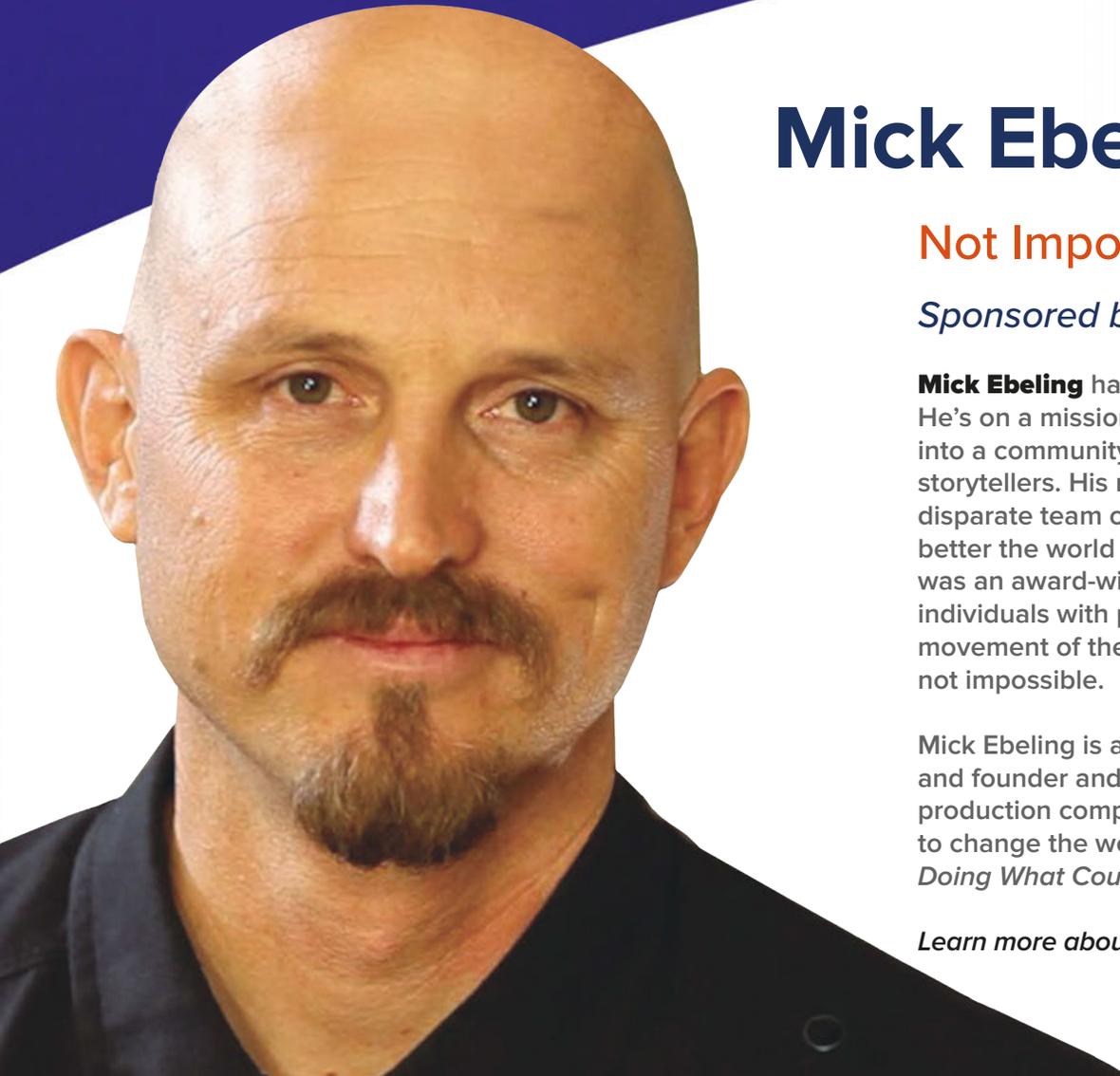
Sponsored by **SLOAN**

When *Fortune* magazine unveiled its annual rankings of the world's greatest leaders in 2017, there was a surprise: **Theo Epstein** took the top spot (Pope Francis was third!). The President of Baseball Operations for the Chicago Cubs had done the impossible – he broke a century-old curse to lead the Cubs to their first championship in 108 years. What's even more remarkable, he had done it before. In 2004, the then 30-year-old General Manager led the long-accursed Boston Red Sox to their first title in 86 years. After his Cubs miracle, *Time* named him one of the world's 100 most influential people. In addition to his successful baseball career, Epstein and his twin brother Paul created the Foundation To Be Named Later while still in Boston. The foundation is dedicated to improving lives through education, leadership, and the healthy development of youth and families.

Explore more of Theo Epstein's groundbreaking and curse-breaking work at [www.foundationtobenamedlater.org/wordpress](http://www.foundationtobenamedlater.org/wordpress).

**Breakfast will be served.**  
**Breakfast sponsored by NIBCO INC**

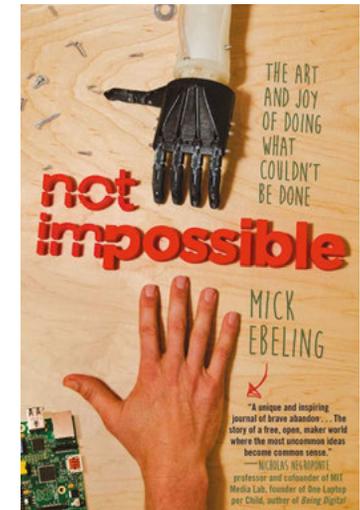
**IMAGINE** breaking one of baseball's longest-standing curses.  
Now imagine doing it twice!



## Mick Ebeling

### Not Impossible

Sponsored by **Apollo Valves**



**Mick Ebeling** has sparked a movement of pragmatic, inspirational innovation. He's on a mission to provide "Technology for the Sake of Humanity" by tapping into a community of passionate and talented engineers, idea generators, and storytellers. His mantra of "commit, then figure it out" allows him to convene a disparate team of hackers, doers, makers, and thinkers to create devices that better the world by bringing accessibility to all. His company's first development was an award-winning ocular tracking device, the EyeWriter, which enables individuals with paralysis to communicate and create art using only the movement of their eyes. He is on a mission to make the previously impossible, not impossible.

Mick Ebeling is a Muhammad Ali Humanitarian of the Year Award recipient and founder and CEO of Not Impossible Labs, a social innovation lab and production company where he harvests the power of technology and story to change the world. He is the author of *Not Impossible: The Art & Joy of Doing What Couldn't be Done*.

Learn more about his work at [www.notimpossible.com](http://www.notimpossible.com).



## Mark McManus

### United Association General President

In August 2016, **Mark McManus** was unanimously elected as General President at the UA's 39th General Convention and on November 10, 2016, he assumed his new position leading the nation's most progressive and influential trade union. Mark McManus has had a distinguished career in support of our nation's hard working men and women and has been unwavering in his commitment to a strong and mutually beneficial partnership between labor and management.

*"The UA has represented hardworking, highly skilled men and women in the plumbing and pipe fitting industry for over 125 years. Our strength in numbers and our determination will keep us working for generations to come. I trust union labor. I'm proud of union labor. I'm honored to be union labor." — General President Mark McManus*

**IMAGINE** being inspired by the leader of the nation's most progressive and influential trade union.



## Jon Dorenbos

Former NFL Long Snapper and  
Inspirational Magician

**Jon Dorenbos'** life has never been a snap. When he was 12, a family tragedy sent him to foster care and then to his aunt's home. Last year, he saw his 15-year NFL career end suddenly when a team doctor discovered a life-threatening heart condition. Throughout struggles, throughout transition, Jon turned to magic as an escape. His sleight-of-hand tricks endeared him to Eagles fans throughout his 12 years with the team. His magic earned him a third-place finish on "America's Got Talent" and his magical personality gained him a place in everybody's hearts. So much so that, despite his retirement, the Eagles showed their love and loyalty when they presented Jon with his own Super Bowl ring. He is a frequent guest on the "The Ellen DeGeneres Show" and a sought-after speaker around the country. The fact that he's still alive is maybe his greatest trick of all.

Check out more of Jon's magical story at [www.jondorenbos.com](http://www.jondorenbos.com).

**IMAGINE** overcoming tragedy as a child to excel in the NFL and  
blow minds on America's Got Talent.

Tuesday Concert

# IMAGINE



Imagine a Grammy Award-winning band that has drawn worldwide adoration for their music that captures the brilliance of life and the beauty of each moment. Imagine a band with the song that is the most downloaded song in rock history...

“Radioactive.”

Imagine a band that cares enough to create a charity to help families with children battling cancer.

Imagine Dragons!



# DRAGONS

- *A World Music Award as the World's Best Rock Act*
- *The Billboard No.1 Hot Rock Song of 2017...“Believer”*
- *A Grammy Award, 9 Billboard Music Awards, 3 American Music Awards, 3 iHeartRadio Music Awards, 5 BMI Pop Awards and an MTV Video Music Award*
- *The longest-charting single of all time on the Billboard Hot 100... “Radioactive”*
- *Billboard's Biggest Band of 2017*
- *12 million albums and 35 million singles sold worldwide...so far!*

**A PRIVATE CONCERT, JUST FOR MCAA.  
IT'S ALMOST TOO MUCH TO IMAGINE!**





## Katty Kay

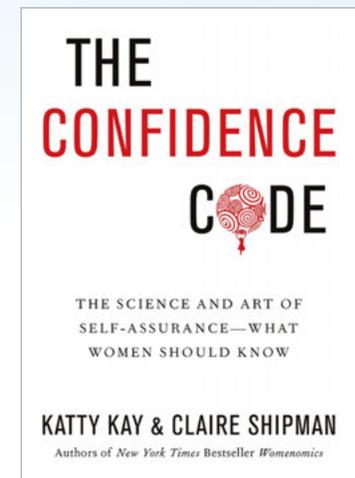
### The Confidence Code for Women and Girls

Sponsored by **Women in the Mechanical Industry**

10:30 a.m. – 11:30 a.m.

Confidence! With it, we can take on the world; without it, we don't ask for raises, request that important meeting, or take risks. In the success equation, research shows that confidence is even more critical than competence. But what is confidence and where does it come from? Are we born with it or do we acquire it? And why do women have less of it than their talents deserve? Get answers to these questions, and then hear about Katty Kay's new book on raising confident daughters. What could be more important?

**Katty Kay** is the Lead Anchor of BBC World News America. She is the co-author of *The Confidence Code: The Science and Art of Self-Assurance—What Women Should Know* and *The Confidence Code for Girls: Taking Risks, Messing Up, and Becoming Your Amazingly Imperfect, Totally Powerful Self*.



# Tom Flick

## The Heart of Leadership: Leading People to Excellence

Sponsored by **Baltimore Aircoil Company, Inc.**

10:30 a.m. – 12:00 p.m.

Thriving organizations understand that leadership, from top to bottom, drives the bottom-line. Great leaders mobilize people to unexpected achievement by winning over hearts and minds. They empower more leaders at all levels of the organization creating winning attitudes, confidence, and extraordinary belief systems that generate consistent winning results.

**Tom Flick** is a former NFL Quarterback and an authority on leadership, leading change, and accelerating performance. He has helped a variety of organizations to develop leaders, lead change, increase teamwork, and accelerate personal and organizational performance.





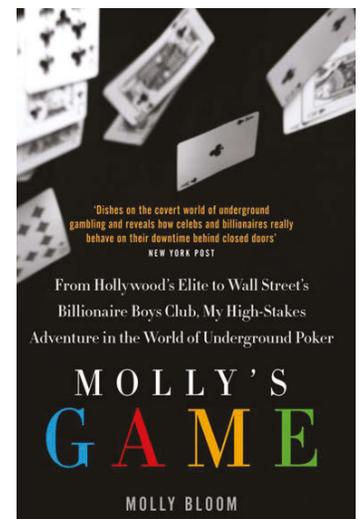
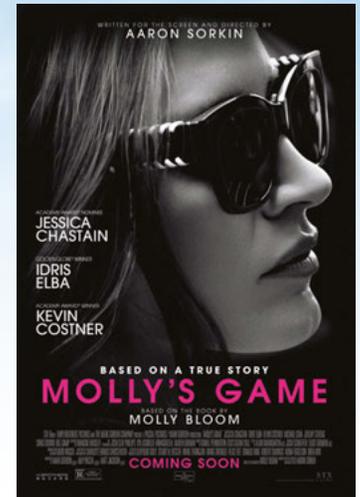
## Molly Bloom

**Molly's Game: The True Story of the Woman Behind the Most Exclusive, High-Stakes Underground Poker Game in the World**

10:15 a.m. – 11:45 a.m.

Molly became an accidental entrepreneur while applying to law school. She spent years running one of the most exclusive, high-stakes underground poker games in the world, pulling in as much as \$4 million annually. Now a bestselling author, **Molly Bloom** is best known for her memoir, *Molly's Game*, which was adapted into an award-winning film of the same name, tracing her journey from college student to operator of the largest and most notorious private poker game in the world.

She now focuses on building WeWork, a community that nurtures the ambitions of female entrepreneurs by providing opportunities to collaborate and grow their businesses.





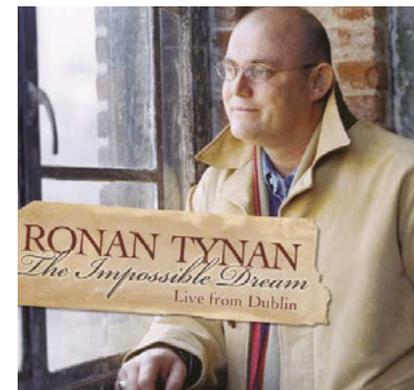
## Ronan Tynan

### Hitting the High Notes: Living Life to the Fullest

1:15 p.m. – 2:45 p.m.

Dr. Ronan Tynan's personal story of triumph will inspire you to overcome obstacles, capitalize on opportunities, and make the most out of life. Through humor and song, this modern-day Renaissance Man will share the milestones along his path to becoming a member of the Irish Tenors, a Paralympic champion, and a physician.

**Ronan Tynan** was introduced to international audiences as a member of the Irish Tenors. He quickly became known for his unique voice and launched a solo career. He has performed for dignitaries and at many high-profile events. His latest album is *I Believe*.





## Mark Sanborn

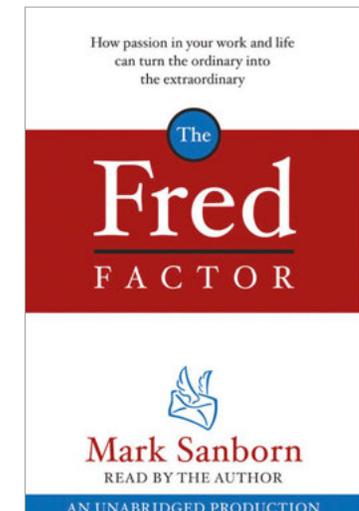
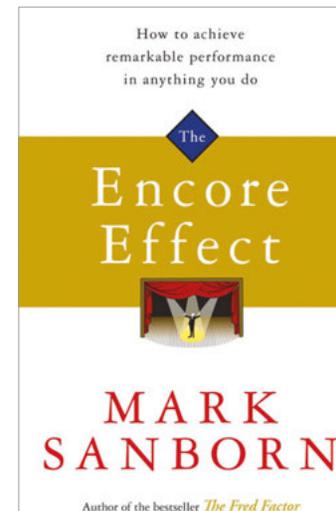
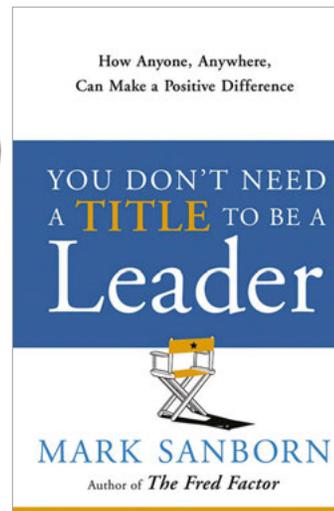
### Leadership Lies and the Truths that Transform

Sponsored by **Uponor**

9:45 a.m. – 11:15 a.m.

You've read the management books and followed the advice. Maybe you've even attended an expensive leadership retreat. Yet you struggle to get your team to perform at world-class levels. Mark Sanborn urges you to jettison conventional wisdom and "get schooled" by the world's fastest growing companies and most successful leaders. He will show you what they are doing to spark growth and jolt productivity and inspire you to adopt these same strategies at your own company.

**Mark Sanborn** is the President of Sanborn & Associates, Inc., an idea lab for leadership development. He has written several books on the topics of leadership, customer service, and extraordinary performance.





## Nick Espinosa

### Protecting Your Company from Online Threats

10:30 a.m. – 12:00 p.m.

Are you worried about hackers? You should be! C-Suite executives at mechanical, plumbing, and service contractors are frequently targeted by hackers because of their access to information. They are viewed as a gateway to greater opportunities: their customers. Nick Espinosa will demystify the threats and help you protect your company.

You will learn:

- How weak operations practices expose your company
- How segmentation, good password practices, VPNs, and mobile device management can help limit these exposures
- What software and hardware can help you mitigate threats
- What to do when your company is hacked, including your legal responsibility to communicate breaches to your customers

**Nick Espinosa** is the Chief Security Fanatic and CIO for BSSi2, a Chicago-based company specializing in cybersecurity/cyberwarfare. As a white hat hacker, he analyzes networks for weaknesses to help protect businesses from bad actors. He is the co-author of *Easy Prey*, a bestselling book on cybersecurity.





## Landon Funsten

### Maximizing the Value of Your Business

10:30 a.m. – 12:00 p.m.

Do you plan to sell your business or transfer ownership? This session will help you maximize its value. Explore the attributes of high-value mechanical contractors and learn how to see your company through the buyer's eyes.

You will learn:

- Why there are relatively few acquisitions of specialty contractors and why mechanical firms are the exception
- How buyers determine value
- Which company attributes increase value

**Landon Funsten** is Chairman of FMI Corporation. His work with contractors focuses on buyer and seller representation, business continuity, and stock valuations. He is a veteran of FMI's Management Consulting practice, where he gained a unique understanding of the difficult organizational, operating, and strategic issues facing an owner in the process of ownership transition. A widely recognized expert, he has written and spoken extensively to construction-industry groups about mergers and acquisitions and ownership transfer issues and trends.



## Plumbing Lunch & Learn

Sponsored by **PCA**

12:00 p.m. – 1:30 p.m.

Join members of the PCA Board of Directors for a discussion of today's business challenges, from correcting engineered designs for BIM to plumbing fabrication and service, and more.

Enjoy a box lunch while you:

- Identify common plumbing mistakes that BIM departments make when re-drawing an engineer's designs
- Learn about tools, products, and jigs that can help improve fabrication productivity
- Find out about the latest plumbing innovations

**Scott Wallenstein**, PCA Chair and CEO of Cleveland, OH-based Neptune Plumbing & Heating will moderate this session.



## Joe Bazzano and Kevin Kennedy

An ENR Top 20 Contractor's Exit Bruises:  
Learn from My Mistakes to Reduce Financial Risk  
and Find Your Path to Retirement

1:30 p.m. – 3:00 p.m.  
(Repeated Tuesday | 10:15 a.m. – 11:45 a.m.)

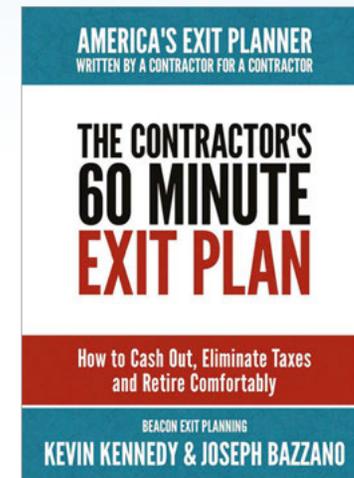
Find out what you don't know about exit planning now, before it's too late. The authors of *The Contractor's 60 Minute Exit Plan* will share case studies demonstrating efficient tax planning. They will also reveal mistakes, overspending pitfalls, and solutions to help you keep more of your money when exiting your company.

You will learn:

- How to calculate the amount you need from the sale
- Which key exit path supports your goals
- Why tax implications are an important consideration
- How to save millions

**Joseph Bazzano**, CPA, is the COO of Beacon Exit Planning LLC. He provides public accounting, valuation, and exit strategy services to closely held companies ranging from \$5 to \$280 million.

**Kevin J. Kennedy** is the Founder of Beacon Exit Planning LLC. He understands firsthand the challenges facing business owners when exiting a company, from attachment to the business, choices, taxes, and the complicated exit process.





## Amy Marks

### Driving Innovation with Modern Methods of Construction

Sponsored by **Women in the Mechanical Industry**

1:30 p.m. – 3:00 p.m.

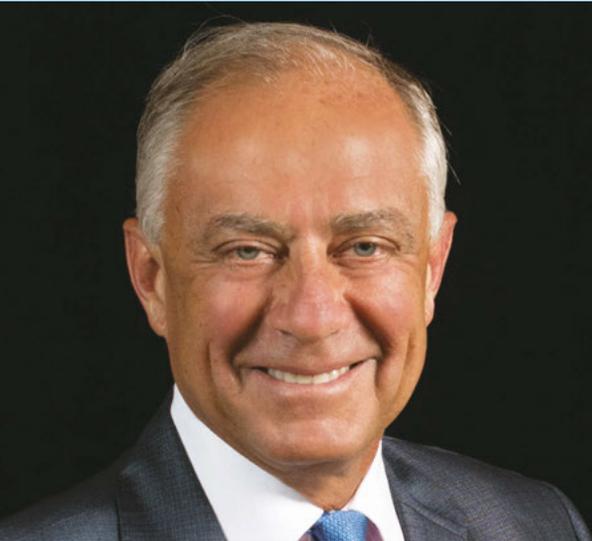
(Repeated Tuesday | 10:15 a.m. – 11:45 a.m.)

Innovation and change in the construction industry have been slow moving at best. Who and what are the real roadblocks to success in enabling prefabrication, off-site, and modern methods of construction? Amy Marks, an industry thought leader and agent for change, discusses how to recognize the roadblocks, identify the real opportunities, and create transformational change within the construction industry and your own business.

You will learn:

- About worldwide trends in prefabrication and off-site construction
- The off-site continuum including intelligent materials, single-trade components, multi-trade subassemblies, and volumetric modules
- Best practices for optimizing prefabrication
- How to envision and create your company's prefab readiness

**Amy Marks** is the CEO of XSite Modular, a design build firm that also offers consulting in modern methods of construction. Her firm focuses on the use of off-site prefabrication and the incorporation of design for manufacturing and assembly principles into complex, technology-embedded buildings.



## Bob Bolton and Brian Helm

### A Contractor-Led Discussion on Growth Through Acquisitions

1:30 p.m. – 3:00 p.m.

Have you considered growing your company through acquisitions? Join Bob Bolton and Brian Helm for an interactive discussion of the topic. They will share the best practices and lessons learned in growing their own companies through acquisitions.

You will learn:

- How to search for potential acquisitions
- What criteria to use in evaluating the company
- How to structure the deal
- How to integrate the company after the deal closes

**Bob Bolton** is the CEO of Arden Building Companies, LLC, a family of firms with corporate headquarters in Pawtucket, RI. By purposefully expanding service offerings and furthering market diversification through acquisition, he has grown Arden Building Companies into one of the largest mechanical contractors in New England. He is MCAA's Vice President/ Assistant Treasurer and President of MCAA's New England affiliate. **Brian Helm** is the CEO of the Helm Group, Inc., based in Freeport, IL. He has grown the company, organically and through acquisitions, into one of the largest contractors in the Midwest. He is Chair of MCAA's Technology and Education committees and serves as MCAA's President-Elect.



## Kip Bagley, Chris Carter, and Steve Smith

### The Value of Your Service Business to Recession-Proof Your Company

1:30 p.m. – 3:00 p.m.

A strong service business provides a recurring revenue stream regardless of the economic climate. Explore the fundamentals of establishing a service business or improving the performance of an existing one. Discover the best practices and opportunities that can lead to exponential growth.

You will learn:

- How to start or improve a service business
- How having a service business helps recession-proof your company
- What best practices are available to help service companies succeed
- How to generate a recurring revenue stream with preventative maintenance agreements, additional pull-through work, and retrofit opportunities

**Kip Bagley** is VP Service with MESA Energy/Emcor in Irvine, CA. He is Chair of the MSCA Board of Managers. **Chris Carter** is VP Service at Murphy Company in St. Louis, MO and Past Chair of the MSCA Board of Managers. **Steve Smith**, CPA is Senior VP of ACCO Engineered Systems in Burbank, CA. He is Vice Chair of the MSCA Board of Managers.





## Brian Beaulieu

### 2019 Economic Forecast – What's Changed

Sponsored by **Watts Water**

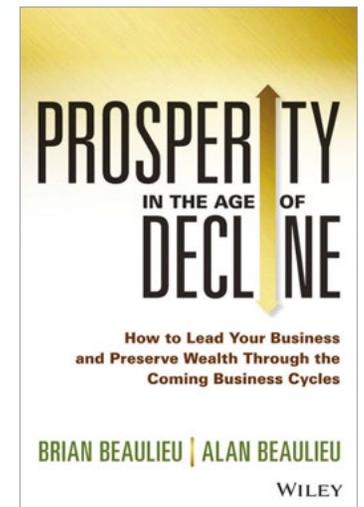
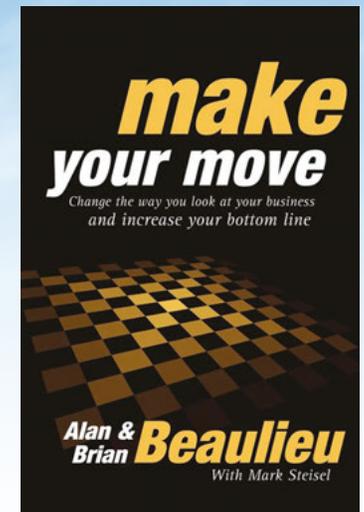
10:15 a.m. – 11:45 a.m.

One of the country's most informed economists, Brian Beaulieu will discuss how the economy has changed since the beginning of 2018 and what lies ahead.

You will learn:

- How political developments like the passage of the tax reform bill, implementation of new trade policies, and an ever-evolving number of tariffs impact the economy
- What these changes mean for the economic outlook in 2019 and beyond
- When to expect the economy to move from recovery to accelerating growth, slowing growth, and recession

**Brian Beaulieu** is the CEO of ITR Economics, where he researches the use of business cycle analyses and economic forecasts to increase profitability. A popular speaker, he is the co-author of *Prosperity in the Age of Decline* and *Make Your Move*.





# Peter Abrahamson

## ESOPs: the How and Why for Your Business

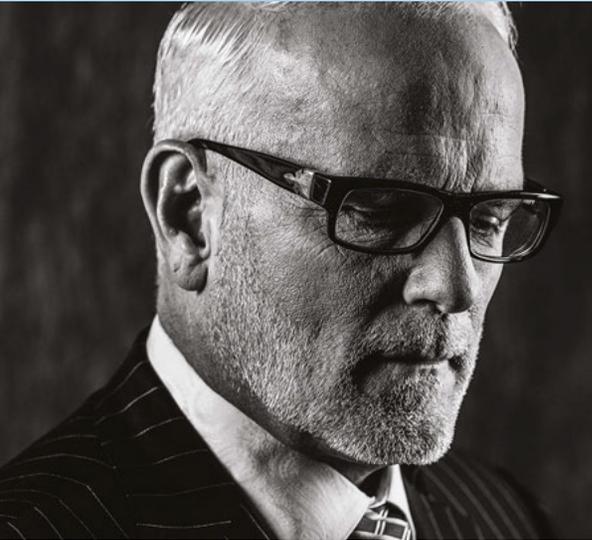
1:15 p.m. – 2:45 p.m.

Employee Stock Ownership Plans (ESOPs) offer valuation and tax benefits for mechanical contractors. Discover what an ESOP is and how adopting this increasingly popular structure can benefit existing company owners and future employee owners alike.

You will learn:

- Which key valuation and tax benefits an ESOP structure can provide
- How an ESOP works from both a benefit plan and corporate finance structure perspective
- What is involved in an ESOP transition structure

**Peter Abrahamson** is the founder of ESOP Structuring Specialists, Inc., an advisory firm that designs and implements optimal ESOP structures for companies and their owners. He specializes in the valuation of business enterprises and individual securities, structuring ESOP transactions, and executing public and private market capital raises.



## Paul Belair and Jonathan Slain

### How to Prepare for, Thrive During, and Create Massive Wealth After the Next Recession

1:15 p.m. – 2:45 p.m.

Be honest, is your company recession proof? Most business strategists and forecasters are predicting a recession in the near term. So, how can you leverage the situation to profit and grow your business even while times are tough? This session will introduce you to the five recession.com gears that will move your company forward.

You will learn:

- How to prepare your company with a written action plan
- Why it's crucial to tighten up your business and personal affairs
- How to capitalize on growth opportunities
- How to strategically cut overhead to stay profitable
- Why it's crucial to practice the plan with your team and review it regularly

**Paul Belair** is the founder of 10X CEO Coaching, where he helps contractor CEOs to increase performance, enhance productivity, develop and execute growth and exit strategies, and avoid blind spots. He spent 15 years at the helm of a large national specialty contracting firm that achieved an 83X return on investment in 63 months. **Jonathan Slain** is an Entrepreneurial Operating System® expert at Autobahn Consultants. He helps companies that are on the fast track for growth to achieve their vision of success by providing business strategy and creating scalability.



## Nick Espinosa

### Protecting the Future: Online Safety for the Whole Family

2:30 p.m. – 4:00 p.m.

How can you keep your family safe while they're online? Join MCAA's chief cybersecurity fanatic, Nick Espinosa, for an interactive discussion of the *personal* and *family* best practices that will keep everyone safe while they surf.

You will learn:

- How to protect your home WiFi and mobile phone
- What to look for when installing connected devices like doorbells, cameras, thermostats, and lighting
- How to change your settings on Facebook, Twitter, LinkedIn, and Instagram to better protect your family's privacy
- What tools are available to help you protect your children, monitor their activity, or track their location
- How and why to use password managers
- What popular messaging apps can do and how to restrict their use

**Nick Espinosa** is the Chief Security Fanatic and CIO for BSSi2, a Chicago-based company specializing in cybersecurity/cyberwarfare. As a white hat hacker, he analyzes networks for weaknesses to help protect businesses from bad actors.



## Charles Townsend

### Smart Photography: Unlocking the Potential of Cell Phone Cameras

2:30 p.m. – 4:00 p.m.

Can't live without your smartphone? Learn how to best use its camera to capture your daily life. The session also covers the best ways to send, share, and display your photos via cloud storage options and social media platforms.

You will learn:

- How the iPhone and Android camera operating systems work
- What photographic tools are available for each device
- How to improve your ability to take solid, well-composed photographs
- How to edit, store, and upload photographs to a multitude of online platforms
- What these platforms mean in ever-changing markets
- Why you should spend more time upgrading your photographic skills and less money upgrading your gear

**Charles Townsend** is a Colorado-based professional photographer. His work ranges from culinary magazines to international event coverage. He teaches photography workshops and believes that cameras are merely tools by which we exercise our visions.



## Jason Dorsey

### Gen Z Workforce Disruption: Brand-New Insights and Practical Solutions to Unlock Gen Z's Huge Workplace Potential

9:45 a.m. – 11:15 a.m.

Gen Z is here! Is your business prepared to accommodate this new generation's mobile-first approach to work, communication, technology, job searching, and careers? Understanding Gen Z *now* gives you a huge advantage to drive measurable workplace results for decades.

You will learn:

- What the latest research says, including surprising discoveries such as how Gen Z will likely *leapfrog* many Millennials in the workforce
- Strategies you can use to attract, motivate, develop, and retain this fast-emerging generation

**Jason Dorsey** is President of The Center for Generational Kinetics, where he works closely with leaders to separate generational myth from truth. Using original, data-driven research to explain generational behaviors, he and his team have repositioned global brands to win each generation. They've advised on multi-billion-dollar acquisitions and taken clients from last to first in both employee retention and customer growth.



## David Avrin

### Customer Experience is Your New Competitive Advantage

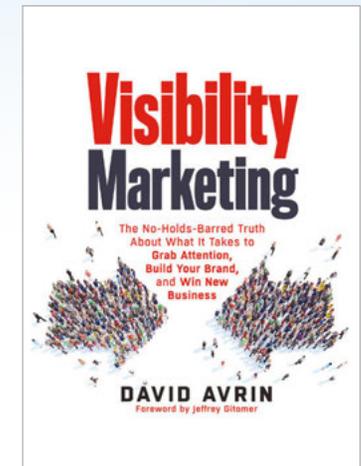
9:45 a.m. – 11:15 a.m.

Is your company losing potential revenue from prospects? How do you earn and keep customers when patience is short and alternatives are only a click away? In this hard-hitting and entertaining presentation, David Avrin will discuss how monumental shifts in purchasing behavior and expectations impact your business. He will show you how to eliminate barriers, engage prospects, and create customer experiences worth sharing.

You will learn:

- How to see the buying process from a customer's perspective
- How stories of lost opportunities at every level reach the masses, and why it matters
- How missed moments and maddening policies are contributing to lost sales and negative reviews
- Why differentiation trumps competency and connection earns sales

**David Avrin**, CSP is the author of the acclaimed *It's Not Who You Know, It's Who Knows You!* and *Visibility Marketing*. His newest book, *Why Customers Leave and How to Win Them Back* will be in bookstores in March 2019.





## Michelle May, M.D.

### Eat What You Love, Love What You Eat: How to Eat Mindfully to Live Vibrantly

9:45 a.m. – 11:15 a.m.

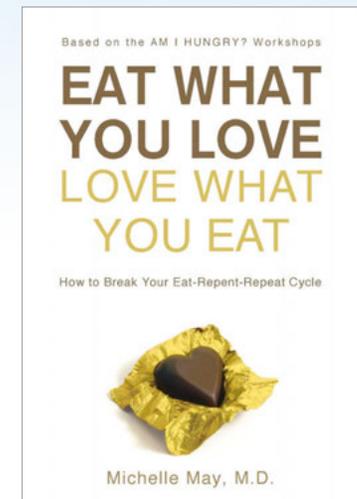
Decades of ineffective dieting have left us feeling guilty, disappointed, and less healthy. This interactive, entertaining session will turn that old-fashioned paradigm on its head! Recovered yo-yo dieter and physician, Dr. Michelle May, will delve much deeper than the obvious advice to “eat less, exercise more.”

You will learn:

- Real-life strategies for eating *fearlessly* to nourish your body and fuel the fulfilling life you crave
- Six simple, yet powerful, strategies for knowing when, what, and how much to eat without boring, restrictive rules
- Ways to balance eating for nourishment with eating for enjoyment – *without* deprivation or guilt
- A lifelong approach to eating and physical activity that fuels your vibrant life

**Dr. Michelle May** is the founder of Am I Hungry? Mindful Eating Programs.

She is also the award-winning author of the book series, *Eat What You Love, Love What You Eat*.





## Jay Bowman

### The Unsettled Calm – What is Coming?

9:45 a.m. – 11:15 a.m.

Jay will be sharing FMI's outlook for the U.S. construction market and the trends that will not only change how the built environment is approached but what contractors should be considering now to sustain their success.

He will discuss:

- The outlook for construction investment in the US suggests increasing unevenness and disruption, increasing the risk exposure to contractors
- Nontraditional means of contracting, delivering, and executing construction will become more common and introduce both competitive opportunities and threats
- Contractor success will be largely influenced by focusing on core specialties and adopting technical innovations

**Jay Bowman** is a principal of FMI and Managing Director of Research & Analytics, where he assists construction industry stakeholders in identifying and assessing the risks influencing strategic and tactical decisions. He has many FMI publications to his credit, including the annual *U.S. Markets Construction Overview*.



## Jason Dorsey

### My Reality Check Bounced: How to Overcome Obstacles and Fast-Track Your Career

1:15 p.m. – 2:45 p.m.

A career is full of twists, turns, setbacks, and rebounds. So how do you take control of your future? This session shares strategies, insights, and secrets to success from executives, entrepreneurs, and recruiters around the world.

You will learn:

- How to create your unique advantage
- How to amplify your personal expertise
- How to take control of your career and your future

**Jason Dorsey** is President of The Center for Generational Kinetics, where he works closely with leaders to separate generational myth from truth. Using original, data-driven research to explain generational behaviors, he and his team have repositioned global brands to win each generation.



## David Avrin

### It's Not Who You Know, It's Who Knows You

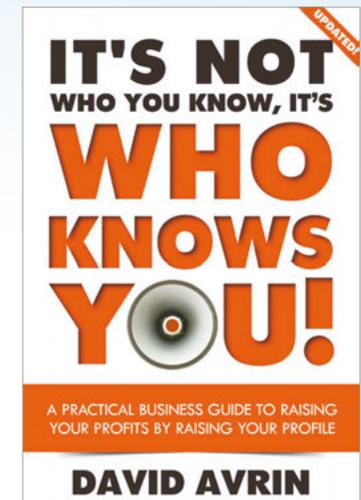
1:15 p.m. – 2:45 p.m.

With so many choices confronting your prospective customers and clients, why should they choose you? In this eye-opening, energetic, and entertaining education seminar, internationally-renowned business marketing speaker David Avrin will reveal what it takes to recognize and promote your true competitive advantage while building a category-leading brand identity.

You will learn:

- How to recognize and promote meaningful competitive advantages
- What it takes to stand out
- How to build a category-leading brand identity
- New ideas and actionable strategies to keep your company top-of-mind with your top prospects

**David Avrin, CSP** is the author of the acclaimed *It's Not Who You Know*, *It's Who Knows You!* and *Visibility Marketing*. His newest book, *Why Customers Leave and How to Win Them Back* will be in bookstores this coming March.





## Todd Fredrickson

### Responding to Allegations of Discrimination and Harassment in the Workplace

1:15 p.m. – 2:45 p.m.

Do your company's policies do enough to protect you from allegations of discrimination and harassment in the workplace? What's the right way to receive and handle these allegations should they occur? Get the practical guidance you need to protect your company and your employees.

You will learn:

- How to process and document complaints
- What's involved in conducting a workplace investigation
- How to take appropriate corrective action

**Todd Fredrickson** is a management-side labor and employment attorney and former managing partner of the Denver office of Fisher Phillips. He is a regular presenter on a variety of labor and employment topics.



## Jonathan Marsh, Stacy Zerr, and Sean McGuire

### Does Your Company Need a Construction Technology Manager?

1:15 p.m. – 2:45 p.m.

Technology research and implementation are challenging for most contractors. Continuous process improvement requires that companies have staff capable of researching solutions, evaluating their effectiveness, and implementing them into your operations.

This session will help you:

- Identify core responsibilities of construction technology managers
- Understand the challenges construction technology managers face and what they need to be successful
- Ascertain the experience and personality traits of successful construction technology managers

**Jonathan Marsh**, CTO/Division Manager Virtual Design & Construction, William T. Spaeder Company, Erie, PA.; **Stacy Zerr**, P.E., Director of Preconstruction Services, The Waldinger Company, Des Moines, IA; and **Sean McGuire**, Director of Construction Technology, MCAA, Rockville, MD will guide this discussion.



# Annual Manufacturer/Supplier Council Exhibit

## What's New? What's Different? What Works Best for My Business?

7:00 a.m. – 10:00 a.m.

Come see the latest products and services offered by MCAA's supplier partners. This is your chance to see how products and services you've come to know are responding to change with new technologies, innovations, and improvements. You will also see other products and services that are just emerging to take on the anticipated challenges that lie ahead. Representatives of MCAA's Manufacturer/Supplier Council members—many of whom are new members or first-time exhibitors—will be available to meet you and discuss your experience with their products and services at this sold-out exhibit.

This is your opportunity to gain new insights and knowledge about how your business can grow with technologies and services that cut costs, time, and errors. You'll learn how an innovation could move you out ahead of your competition and onto a path to new levels of success. You may even discover a new approach to using software or a device in the office, or in the field, that will significantly increase productivity and bottom-line results.

It's all about relationship building. At MCAA, our Manufacturer/Supplier Council members are members of our association and participate in many events. Their executives build deep and lasting relationships with many of our contractor members.

***A continental breakfast will be available.***

# Featured Social Events

## Sunday Opening Party

*Beverages Sponsored by **SIEMENS**  
Souvenir Photos Sponsored by **EVAPCO***

6:30 p.m. – 8:30 p.m.

Join your friends and colleagues at the first official event of MCAA19, the Opening Party. This evening you can experience the excellence of the JW Marriott's Culinary team, sip a specialty beverage, catch up with old friends, make new friends, and dance to the music of one of MCAA's favorite bands, The Trip.

## Tuesday Dinner and Concert

*Beverages Sponsored by **Daikin Group***

Dinner 7:00 p.m. – 8:30 p.m.  
Concert 8:45 p.m. – 10:00 p.m.

Tuesday evening at MCAA19 will be anything but traditional! After a day of top-notch education and networking, join your fellow MCAA attendees for a gourmet dinner in the Grand Saguaro and Grand Sonoran Ballrooms before adjourning to the Grand Canyon Ballroom to see Imagine Dragons! Dinner seating will be based upon your registered state and assignments will be found in your convention registration packet. This year everyone will have the best seat in the house for the concert with our new lounge seating atmosphere.

## Wednesday Dessert Party

*Sponsored by **CNA** and **MILWAUKEE TOOL***

8:00 p.m. – 10:30 p.m.

This is the night to truly let your hair down and dance and sing the night away to the songs of the Tool Shed Band, all of whom work for or are married to employees of MILWAUKEE TOOL! In between songs enjoy delicious treats including ice cream, cookies, and cakes. Or a nightcap!



## ...and More Networking Opportunities!

MCAA19 will offer amazing networking opportunities where attendees can catch up with old friends and make plenty of new ones. Take full advantage of your time in Phoenix and join us at the following additional events:

- The **Monday Opening Breakfast** sponsored by **Johnson Controls** is held prior to the **Opening General Session** featuring Earvin “Magic” Johnson.
- Tuesday’s **Manufacturer/Supplier Council Exhibit** is a great opportunity to build relationships with these valued members.
- The **Partners’ Program** with Lori Greiner, sponsored by **Ferguson**, offers spouses, significant others, and guests a chance to enjoy breakfast and make new friends.
- **Refreshment breaks** sponsored by **Parker** and **Trane**—where would we be without them!
- Wednesday morning’s **Awards of Excellence Breakfast** sponsored by **NIBCO INC** precedes an extraordinary program with Theo Epstein sponsored by **SLOAN**.
- Say a final farewell to friends new and old during the **Thursday Closing Breakfast** sponsored by **Mueller Industries**. This breakfast is held immediately prior to the **Closing General Session**.



## Student Opportunities

### Student Orientation

Sponsored by **Viega**

Sunday | 3:00 p.m. – 5:30 p.m.

Students and faculty will be given an overview of the week, to help them build out their ideal convention schedule and take advantage of networking opportunities with MCAA members.

Mary Jean Billingsley from Lasting Impressions LLC will address the students on the topic of work etiquette. She will dive into the “unwritten rules” of interviewing, getting hired, and how to make a positive, lasting impression. Mary Jean will introduce students to skills to help them project courtesy, trust, and professionalism, which can set them up for future business success.

## Student Chapter Competition

Monday | 1:30 p.m. – 3:00 p.m.

Watch the industry leaders of the future compete in the Student Chapter Competition. Four MCAA Student Chapter teams will compete on the main convention stage for the opportunity to win \$10,000. These students will present their teams’ proposals for the addition and renovation of Indiana University’s Memorial Football Stadium, including the completion of all plumbing, piping, and HVAC work. Harrell-Fish of Bloomington, Indiana, has generously contributed the project particulars and back story for the 2018 Student Chapter Competition.

Come early to get the best seats to witness the students’ intense commitment and insightful approaches to a real-world mechanical contracting bid. They are sure to impress you with their extensive knowledge of mechanical systems and innovative project management skills. All while being exposed to hard hitting questions from a panel of MCAA member judges.

## Student Union *Sponsored by Viega*

This year, students will have their own lounge on property to relax during downtime. Students can enjoy the convenience of their own space when there is not enough time to make it back to their hotel between sessions. MCAA members will be encouraged to visit the union and mingle with students in an informal setting. The student union will have scheduled and published hours of operation.



## Student Chapter Presidents Advisory Council Meeting

Tuesday | 7:30 a.m. – 9:00 a.m.

New this year, MCAA has started the Student Chapter Presidents Advisory Council. The mission is to ensure direct student representation is provided to the MCAA Career Development Committee. Advisory Council members are responsible for affirmatively presenting concerns, providing suggestions for innovation or improvement, and serving as the liaison between MCAA and their fellow chapter members. The meeting will help orchestrate future GreatFutures planning and give students the opportunity to give feedback of their experiences about the convention.

## Student Chapter Meeting

Sponsored by **Viega**

Wednesday | 3:00 p.m. – 4:00 p.m.

Have questions about what you saw and heard at the student competition? Students will have the opportunity to ask Harrell-Fish firsthand about their experience with the football stadium renovation. Employees from the project and the competition judges will be on hand to field questions and address any outstanding issues.

Awards will be presented, including the Certificates of Merit for the teams that placed in the top ten of the competition.

## Student Chapter Exhibit

Tuesday | 1:15 p.m. – 2:45 p.m.

This year, MCAA Student Chapters are showcased in their own exhibit. The Student Chapter exhibit will provide more one-on-one opportunities for MCAA Members to connect with students and discuss their future involvement in the industry. Students from top construction management, mechanical engineering, and other related fields will display their chapter's successes and be available to discuss internship and full-time job opportunities.

*MCAA Members should check out [www.MCAAGreatFutures.org](http://www.MCAAGreatFutures.org) for student resumes and chapter profiles. Take advantage of the website's new job board feature to post job openings, with exclusive access to student chapter members.*



# Sunday Morning Sports Events

## Annual Golf Tournament

Sponsored by **Victaulic** and **Carrier Corporation**

Hit the links to compete in MCAA's annual golf tournament taking place on two beautiful courses at the Wildfire Golf Club. Test your skills on either the Palmer Signature Course with scenic and expansive fairways or the Faldo Championship Course with generous fairways, large greens, and 108 deep pot bunkers. The tournament begins with a continental breakfast before a shot-gun start. Pairings will be available at MCAA's Sports Desk on Saturday, March 2.



## Annual Fun Run/Walk

Sponsored by **Anvil International**

Enjoy the beauty of an early morning in the desert as you make your way around the resort on a competitive 5K run or a less competitive one-mile walk. From the complimentary t-shirt to the warm-up exercises to the continental breakfast, everyone—participants and spectators alike—has fun at this annual event. Avoid the lines with online registration in advance, or sign-up on-site at either Anvil's Fun Run/Walk Desk on Saturday, March 2 or at the race site at the time of the event.

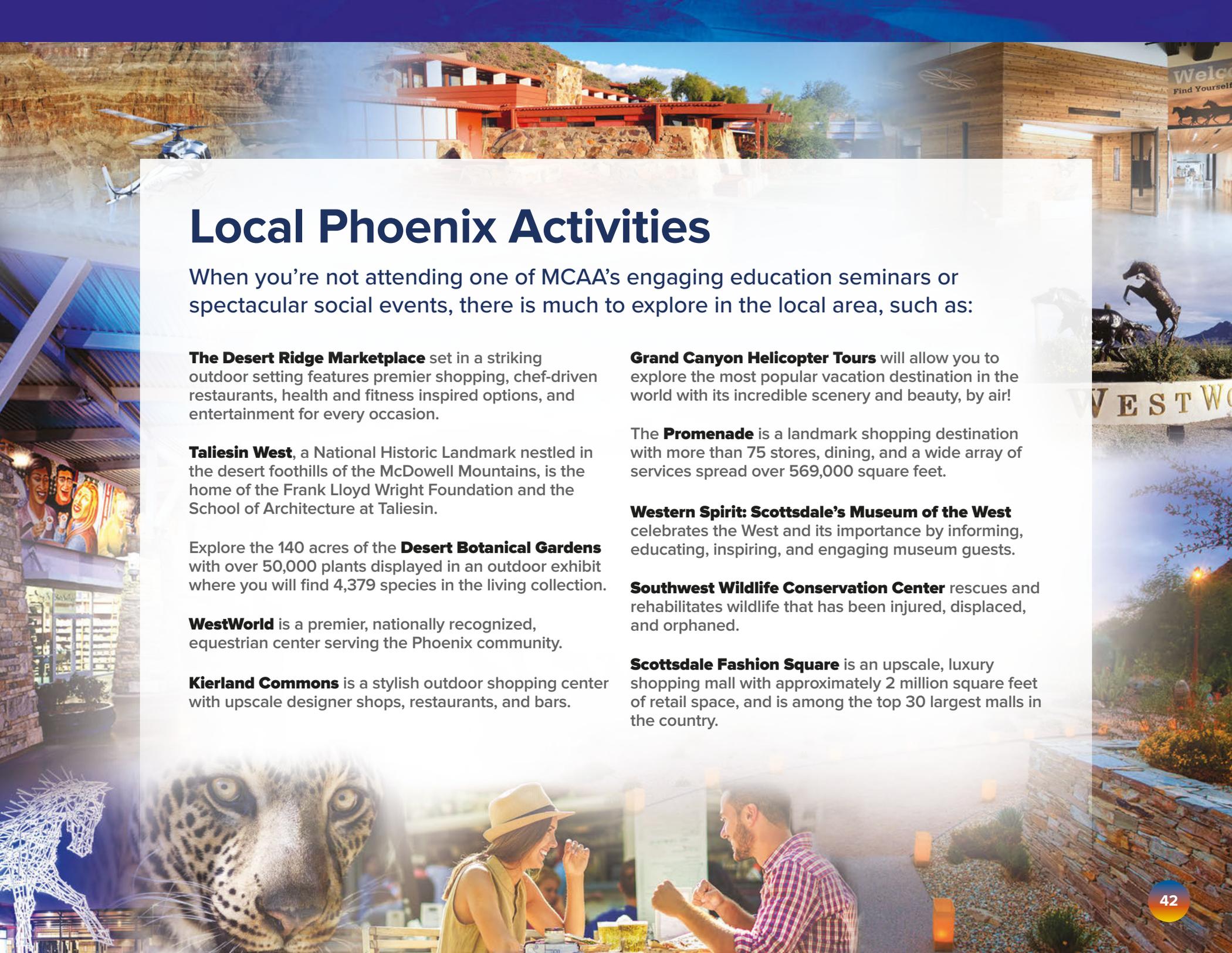


## Annual Tennis Round Robin

Sponsored by **NIBCO INC**

Tennis enthusiasts of all ages are invited to test their skills at the 45th Annual Tennis Round Robin. Players and spectators are treated to breakfast before the warm-up exercises begin. Get ready for a fun morning no matter your skill level; the best players in the mixed-doubles, round robin matches win special recognition. Younger players will especially enjoy the Junior Clinic and Games before the round robin play begins. This year's tournament will be played on property at the JW Marriott.

*The winners of all sports events will be announced at Wednesday morning's **Awards of Excellence Breakfast.***



# Local Phoenix Activities

When you're not attending one of MCAA's engaging education seminars or spectacular social events, there is much to explore in the local area, such as:

**The Desert Ridge Marketplace** set in a striking outdoor setting features premier shopping, chef-driven restaurants, health and fitness inspired options, and entertainment for every occasion.

**Taliesin West**, a National Historic Landmark nestled in the desert foothills of the McDowell Mountains, is the home of the Frank Lloyd Wright Foundation and the School of Architecture at Taliesin.

Explore the 140 acres of the **Desert Botanical Gardens** with over 50,000 plants displayed in an outdoor exhibit where you will find 4,379 species in the living collection.

**WestWorld** is a premier, nationally recognized, equestrian center serving the Phoenix community.

**Kierland Commons** is a stylish outdoor shopping center with upscale designer shops, restaurants, and bars.

**Grand Canyon Helicopter Tours** will allow you to explore the most popular vacation destination in the world with its incredible scenery and beauty, by air!

The **Promenade** is a landmark shopping destination with more than 75 stores, dining, and a wide array of services spread over 569,000 square feet.

**Western Spirit: Scottsdale's Museum of the West** celebrates the West and its importance by informing, educating, inspiring, and engaging museum guests.

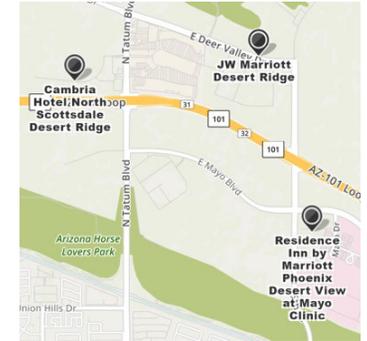
**Southwest Wildlife Conservation Center** rescues and rehabilitates wildlife that has been injured, displaced, and orphaned.

**Scottsdale Fashion Square** is an upscale, luxury shopping mall with approximately 2 million square feet of retail space, and is among the top 30 largest malls in the country.



# Hotel Options

When members register for MCAA19, they will have a choice between three spectacular properties in which to spend their time in Arizona: **JW Marriott Desert Ridge Resort & Spa**, **Cambria Hotel North Scottsdale Desert Ridge**, and **Residence Inn Phoenix Desert View at Mayo Clinic**. Each property offers unique amenities tailored to create a remarkable guest experience. Take a moment to familiarize yourself with the options and begin to Imagine your home away from home.



## JW Marriott Phoenix Desert Ridge Resort & Spa

**5350 EAST MARRIOTT DRIVE PHOENIX ARIZONA 85054 480.293.5000**

**[www.marriott.com/hotels/travel/phxdr-jw-marriott-phoenix-desert-ridge-resort-and-spa/](http://www.marriott.com/hotels/travel/phxdr-jw-marriott-phoenix-desert-ridge-resort-and-spa/)**

Set on 316 spectacular acres in the Sonoran Desert, sits the JW Marriott Phoenix Desert Ridge Resort & Spa. This four-diamond resort boasts six unique dining experiences, five pools plus a lazy river and waterslide, two signature golf courses designed by Arnold Palmer and Nick Faldo, the 28,000 square foot Revive Spa with 41 treatment rooms; and a state-of-the-art fitness center. The JW Marriott is where the elements come together to create a magical and memorable setting.

*Please note there is a 3-night minimum stay for the JW Marriott.*



## Cambria Hotel North Scottsdale Desert Ridge



**4425 EAST IRMA LANE PHOENIX ARIZONA 85050 480.585.6644**

**[www.cambriadesertridge.com/en-us](http://www.cambriadesertridge.com/en-us)**

Framed by a backdrop of Scottsdale's breathtaking McDowell Mountains, is the stylish and upscale Cambria Hotel North Scottsdale Desert Ridge. The convenient location of this destination makes it easy to walk, or take the complimentary shuttle, to shops, restaurants, and entertainment. The Cambria's onsite restaurant, Social Circle, is open daily for breakfast and dinner and your stay includes access to the fitness center and outdoor pool. A stay at the Cambria is visiting the southwest in style.



## Residence Inn Phoenix Desert View at Mayo Clinic



**5665 EAST MAYO BOULEVARD PHOENIX ARIZONA 85054 480.563.1500**

**[www.marriott.com/hotels/travel/phxmh-residence-inn-phoenix-desert-view-at-mayo-clinic/](http://www.marriott.com/hotels/travel/phxmh-residence-inn-phoenix-desert-view-at-mayo-clinic/)**

The Residence Inn Phoenix Desert View at Mayo Clinic offers home inspired suites featuring full kitchens and ergonomic workspaces that are perfect for the business traveler or for the whole family. As part of your stay, you will enjoy a daily complimentary breakfast in the Gatehouse, fitness center access, an outdoor pool with cabanas, a BBQ/picnic area complete with a putting green, and a shuttle that navigates a 2-mile radius from the hotel. The Residence Inn ensures their travelers can succeed on a personal and professional level.



# Registration Information

## REGISTRATION CUT-OFF DATES

**Early Bird – January 4, 2019**

**Regular – February 1, 2019**

## How to Register

The fastest and easiest way to register is online: **www.mcaaconvention.org**. You will instantly receive your confirmation to attend MCAA19!

You can fax your registration form to **1.240.238.2699**  
*Important note: make sure the "1" is included –  
faxes won't come through without first dialing the 1.*

You can mail your registration form to:  
**MCAA, 1385 Piccard Drive, Rockville, MD 20850**

## Registering Others

If you want to register other attendees, please have their email address handy when you start the online registration process.

## Bringing Children?

Please register your children so they can fully participate in MCAA19. Youth registrants (ages 5 – 12) are welcome to attend the General Sessions, Opening Party, Tuesday night Dinner and Concert, and Wednesday night Dessert Party. In addition to those events, Teen registrants (ages 13 – 17) are also welcome to attend the education seminars. Those 18 and over should register at the family/guest rate.

## Hotel Reservations

MCAA will make your hotel room reservations for you and this year attendees have three amazing hotels to choose from: JW Marriott Phoenix Desert Ridge Resort & Spa (please remember there is a 3-night minimum stay for this property), Cambria Hotel North Scottsdale Desert Ridge, and Residence Inn Phoenix Desert View at Mayo Clinic. Please indicate your top three hotel and room type preferences on your registration form. You will receive a confirmation of your room request by email from MCAA. Three weeks prior to arrival, you will receive your official confirmation from the hotel.

## Golf Tournament

The golf tournament is limited to 240 players so be sure to register early! The golf tournament is open to registered attendees, guests, and family members over 13 years of age. The per-player fee is \$175.

## Payment Methods

MCAA accepts Visa, Mastercard, and American Express for your convention registration payment. Checks are also welcome, but please note that your registration is not processed until payment is received. Reservations with copies of checks will not be processed until the actual check is received. Hotel checks should be made payable to the appropriate hotel.

## Questions or Changes?

Please call the MCAA Meetings Department at 301-869-5800 for answers to your questions. Changes to your registration information or hotel stay should be emailed to **eventregistration@mcaa.org**.

## Friday, March 1

8:00 a.m.	Executive Committee Breakfast & Meeting	Chairman's Boardroom
11:30 a.m. - 1:30 p.m.	IAMCA Lunch & Meeting	Pinnacle Peak 3
6:30 p.m. - 9:00 p.m.	Board of Directors Reception & Dinner	Ocean Prime
6:15 p.m.	Transportation Departs	

## Saturday, March 2

7:30 a.m. - 8:00 a.m.	Board of Directors Breakfast	Wildflower Ballroom C
8:00 a.m. - 12:00 p.m.	Board of Directors Meeting	Wildflower Ballroom A & B
9:00 a.m. - 1:00 p.m.	Board of Directors & Past Presidents Partners' Outing	Musical Instrument Museum & Bar North
8:30 a.m.	Transportation Departs	
12:15 p.m. - 1:30 p.m.	Board of Directors Luncheon with Allied National Associations	Wildflower Terrace
1:00 p.m. - 6:00 p.m.	Registration & Information Center	Grand Sonoran Foyer
1:00 p.m. - 6:00 p.m.	Business Lounge & Genius Bar <i>Sponsored by Zurn Industries</i>	Grand Saguaro North Foyer
1:00 p.m. - 6:00 p.m.	Student Union <i>Sponsored by Viega</i>	Desert Suites 3 & 5
1:00 p.m. - 6:00 p.m.	MCAA Virtual Longest Drive Simulator <i>Sponsored by Women in the Mechanical Industry</i>	Ballroom Foyer
1:00 p.m. - 6:00 p.m.	MCAA Virtual NASCAR Simulator	Ballroom Foyer

## Sunday, March 3

7:00 a.m. - 5:00 p.m.	Registration & Information Center	Grand Sonoran Foyer
7:00 a.m. - 5:00 p.m.	Business Lounge & Genius Bar <i>Sponsored by Zurn Industries</i>	Grand Saguaro North Foyer
ALL DAY	MCAA Virtual Longest Drive Simulator <i>Sponsored by Women in the Mechanical Industry</i>	Ballroom Foyer
ALL DAY	MCAA Virtual NASCAR Simulator	Ballroom Foyer
7:00 a.m. - 6:30 p.m.	Student Union <i>Sponsored by Viega</i>	Desert Suites 3 & 5
7:00 a.m. - 1:00 p.m.	<b>Annual Golf Tournament</b> <i>Sponsored by Victaulic and Carrier Corporation</i> Golfer's Continental Breakfast	Wildflower Golf Club (Palmer and Faldo Courses)
8:00 a.m.	Shot-gun Start	
7:30 a.m. - 10:00 a.m.	<b>Annual Fun Run/Walk</b> <i>Sponsored by Anvil International</i>	Sunset Lawn
8:30 a.m.	Shot-gun Start	
7:00 a.m. - 11:30 a.m.	<b>Annual Tennis Round Robin</b> <i>Sponsored by NIBCO INC</i>	JW Marriott Tennis Courts
3:00 p.m. - 5:30 p.m.	Student Orientation <i>Sponsored by Viega</i>	Wildflower Ballroom
6:30 p.m. - 8:30 p.m.	<b>Opening Party</b> Music performed by <b>The Trip</b> <i>Beverages Sponsored by SIEMENS</i> <i>Souvenir Photos Sponsored by EVAPCO</i>	Grand Canyon & Grand Sonoran Ballrooms

# Schedule

## Monday, March 4

7:00 a.m. - 5:00 p.m.	Registration & Information Center	Grand Sonoran Foyer
7:00 a.m. - 5:00 p.m.	Business Lounge & Genius Bar <i>Sponsored by <b>Zurn Industries</b></i>	Grand Saguaro North Foyer
ALL DAY	MCAA Virtual Longest Drive Simulator <i>Sponsored by <b>Women in the Mechanical Industry</b></i>	Ballroom Foyer
ALL DAY	MCAA Virtual NASCAR Simulator	Ballroom Foyer
7:00 a.m. - 8:00 a.m.	Opening Breakfast <i>Sponsored by <b>Johnson Controls</b></i>	Grand Sonoran Ballroom & Foyer
8:30 a.m. - 10:00 a.m.	<b>Opening General Session featuring President Michael Brandt and Earvin "Magic" Johnson</b>	Grand Canyon Ballroom
10:00 a.m. - 10:30 a.m.	Refreshment Break <i>Sponsored by <b>Parker</b></i>	Ballroom Foyer
10:30 a.m. - 11:30 a.m.	<b>Katty Kay: The Confidence Code for Women and Girls</b> <i>Sponsored by <b>Women in the Mechanical Industry</b></i>	Grand Sonoran A - E
10:30 a.m. - 12:00 p.m.	<b>Education Seminars</b> <b>Tom Flick: The Heart of Leadership: Leading People to Excellence</b> <i>Sponsored by <b>Baltimore Aircoil Company, Inc.</b></i> <b>Nick Espinosa: Protecting Your Company from Online Threats</b> <b>Landon Funsten: Maximizing the Value of Your Business</b>	Grand Sonoran G - K Wildflower Ballroom Grand Sonoran F
12:00 p.m. - 1:30 p.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
12:00 p.m. - 1:30 p.m.	<b>Plumbing Lunch &amp; Learn</b> <i>Sponsored by <b>PCA</b></i>	Wildflower A & B
12:15 p.m. - 1:30 p.m.	Executive Committee & Past Presidents Luncheon & Meeting	Desert Suite 7
1:00 p.m. - 1:30 p.m.	Refreshment Break <i>Sponsored by <b>Parker</b></i>	Ballroom Foyer
1:30 p.m. - 3:00 p.m.	<b>Student Chapter Competition</b>	Grand Canyon Ballroom
1:45 p.m. - 3:00 p.m.	PCA Board Meeting	President's Boardroom
1:30 p.m. - 3:00 p.m.	<b>Education Seminars</b> <b>Joe Bazzano and Kevin Kennedy: An ENR Top 20 Contractor's Exit Bruises: Learn from My Mistakes to Reduce Financial Risk and Find Your Path to Retirement</b> <b>Amy Marks: Driving Innovation with Modern Methods of Construction</b> <i>Sponsored by <b>Women in the Mechanical Industry</b></i> <b>Bob Bolton and Brian Helm: A Contractor-Led Discussion on Growth Through Acquisitions</b> <b>Kip Bagley, Chris Carter, and Steve Smith: The Value of Your Service Business to Recession-Proof Your Company</b>	Grand Sonoran E Grand Sonoran F Desert Suites 4 & 6 Grand Sonoran H - K
3:00 p.m. - 4:00 p.m.	ELI Reception	Desert Suite 7
3:00 p.m. - 5:00 p.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
3:15 p.m. - 4:30 p.m.	Education Committee Meeting	Pinnacle Peak 3
3:30 p.m. - 4:30 p.m.	Women in the Mechanical Industry Networking Event	Wildflower Ballroom
Evening	Open for Private Events	

## Tuesday, March 5

7:00 a.m. - 5:00 p.m.	Registration & Information Center	Grand Sonoran Foyer
7:00 a.m. - 5:00 p.m.	Business Lounge & Genius Bar <i>Sponsored by <b>Zurn Industries</b></i>	Grand Saguaro North Foyer
ALL DAY	MCAA Virtual Longest Drive Simulator <i>Sponsored by <b>Women in the Mechanical Industry</b></i>	Ballroom Foyer
ALL DAY	MCAA Virtual NASCAR Simulator	Ballroom Foyer
7:00 a.m. - 8:00 a.m.	Association Executives Council Business Meeting	Desert Suites 4 & 6
7:00 a.m. - 10:00 a.m.	<b>Annual Manufacturer/Supplier Council Exhibit</b>	Grand Saguaro Ballroom
7:30 a.m. - 9:00 a.m.	Student Chapter Presidents Advisory Council Meeting	Wildflower Ballroom A
8:30 a.m. - 10:00 a.m.	<b>Partners' Program featuring Lori Greiner</b> Hosted by <b>Tina Brandt</b> <i>Sponsored by <b>Ferguson</b></i>	Grand Canyon Ballroom
10:15 a.m. - 11:45 a.m.	<b>Education Seminars</b> <b>Molly Bloom:</b> <i>Molly's Game: The True Story of the Woman Behind the Most Exclusive, High-Stakes Underground Poker Game in the World</i> <b>Joe Bazzano and Kevin Kennedy:</b> <i>An ENR Top 20 Contractor's Exit Bruises: Learn from My Mistakes to Reduce Financial Risk and Find Your Path to Retirement</i> <b>Brian Beaulieu:</b> <i>2019 Economic Forecast — What's Changed</i> <i>Sponsored by <b>Watts Water</b></i> <b>Nick Espinosa:</b> <i>Data Security for MCAA Affiliates</i> <b>Amy Marks:</b> <i>Driving Innovation with Modern Methods of Construction</i> <i>Sponsored by <b>Women in the Mechanical Industry</b></i>	Grand Sonoran A - E  Wildflower Ballroom B & C  Grand Sonoran G - K  Desert Suites 4 & 6 Grand Sonoran F
10:30 a.m. - 11:45 a.m.	Manufacturer/Supplier Council Annual Meeting	Wildflower Ballroom A
11:30 a.m. - 1:30 p.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
11:30 a.m. - 4:00 p.m.	Nominating Committee Meeting	Chairman's Boardroom
1:00 p.m. - 1:15 p.m.	Refreshment Break <i>Sponsored by <b>Trane</b></i>	Ballroom Foyer
1:15 p.m. - 2:15 p.m.	<b>Ronan Tynan:</b> <i>Hitting the High Notes: Living Life to the Fullest</i>	Grand Sonoran A - E
1:15 p.m. - 2:45 p.m.	<b>Student Chapter Exhibit</b>	Grand Saguaro South Foyer
1:15 p.m. - 2:45 p.m.	<b>Education Seminars</b> <b>Peter Abrahamson:</b> <i>ESOPs: the How and Why for Your Business</i> <b>Paul Belair and Jonathan Slain:</b> <i>How to Prepare For, Thrive During, and Create Massive Wealth After the Next Recession</i>	Wildflower Ballroom A Desert Suites 4 & 6
2:30 p.m. - 4:00 p.m.	<b>Education Seminars</b> <b>Nick Espinosa:</b> <i>Protecting the Future: Online Safety for the Whole Family</i> <b>Charles Townsend:</b> <i>Smart Photography: Unlocking the Potential of Cell Phone Cameras</i>	Wildflower Ballroom B & C Desert Suite 7
3:00 p.m. - 4:15 p.m.	Career Development Committee Meeting	Pinnacle Peak 3
3:00 p.m. - 7:00 p.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
5:00 p.m. - 7:00 p.m.	Reception Hosted by <b>MILWAUKEE TOOL</b>	Grand Canyon & Grand Saguaro Foyers
7:00 p.m. - 8:30 p.m.	<b>Dinner Beverages</b> <i>Sponsored by <b>Daikin Group</b></i>	Grand Sonoran & Grand Saguaro Ballrooms
8:45 p.m. - 10:00 p.m.	<b>Imagine Dragons Concert</b>	Grand Canyon Ballroom

# Schedule

## Wednesday, March 6

7:00 a.m. - 5:00 p.m.	Registration & Information Center	Grand Sonoran Foyer
7:00 a.m. - 5:00 p.m.	Business Lounge & Genius Bar <i>Sponsored by <b>Zurn Industries</b></i>	Grand Saguaro North Foyer
ALL DAY	MCAA Virtual Longest Drive Simulator <i>Sponsored by <b>Women in the Mechanical Industry</b></i>	Ballroom Foyer
ALL DAY	MCAA Virtual NASCAR Simulator	Ballroom Foyer
7:30 a.m. - 9:30 a.m.	<b>Awards of Excellence Breakfast featuring Theo Epstein</b> <i>Sponsored by <b>SLOAN</b></i> <i>Breakfast Sponsored by <b>NIBCO INC</b></i>	Grand Canyon Ballroom
9:30 a.m. - 9:45 a.m.	Refreshment Break <i>Sponsored by <b>Trane</b></i>	Ballroom Foyer
9:45 a.m. - 11:15 a.m.	<b>Education Seminars</b> <b>Mark Sanborn:</b> Leadership Lies and the Truths that Transform <i>Sponsored by <b>Uponor</b></i> <b>Jason Dorsey:</b> Gen Z Workforce Disruption: Brand-New Insights and Practical Solutions to Unlock Gen Z's Huge Workplace Potential <b>David Avrin:</b> Customer Experience is Your New Competitive Advantage <b>Michelle May:</b> Eat What You Love, Love What You Eat: How to Eat Mindfully to Live Vibrantly <b>Jay Bowman:</b> The Unsettled Calm — What is Coming?	Grand Sonoran A - E Grand Saguaro East & West  Grand Sonoran G - K Grand Saguaro North Wildflower Ballroom
11:00 a.m. - 1:00 p.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
11:30 a.m. - 1:00 p.m.	<b>Lunch with Special Guest Mick Ebeling: Not Impossible</b> <i>Sponsored by <b>Apollo Valves</b></i>	Grand Canyon Ballroom
1:15 p.m. - 2:45 p.m.	<b>Education Seminars</b> <b>Jason Dorsey:</b> My Reality Check Bounced: How to Overcome Obstacles and Fast-Track Your Career <b>David Avrin:</b> It's Not Who You Know, It's Who Knows You <b>Todd Frederickson:</b> Responding to Allegations of Discrimination and Harassment in the Workplace <b>Jonathan Marsh, Stacy Zerr, and Sean McGuire:</b> Does Your Company Need a Construction Technology Manager?	Grand Sonoran A - E  Grand Sonoran G - K Desert Suites 4 & 6  Wildflower Ballroom
3:00 p.m. - 4:00 p.m.	Student Chapter Meeting <i>Sponsored by <b>Viega</b></i>	Grand Sonoran F
Evening	Open for Private Events	
6:00 p.m. - 8:00 p.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
8:00 p.m. - 10:30 pm.	<b>Dessert Party</b> <i>Sponsored by <b>CNA</b> and <b>MILWAUKEE TOOL</b></i> Music performed by the <b>Tool Shed Band</b>	Grand Canyon Ballroom

## Thursday, March 7

7:00 a.m. - 11:00 a.m.	Registration & Information Center	Grand Sonoran Foyer
7:00 a.m. - 11:00 a.m.	Business Lounge & Genius Bar <i>Sponsored by <b>Zurn Industries</b></i>	Grand Saguaro North Foyer
7:00 a.m. - 11:00 a.m.	Student Union <i>Sponsored by <b>Viega</b></i>	Desert Suites 3 & 5
7:30 a.m. - 8:00 a.m.	Annual Business Meeting	Wildflower Ballroom A & B
8:00 a.m. - 8:45 a.m.	Closing Breakfast <i>Sponsored by <b>Mueller Industries, Inc.</b></i>	Grand Sonoran Ballroom & Foyer
9:00 a.m. - 10:30 a.m.	<b>Closing General Session featuring UA General President Mark McManus, the Changing of the Guard, and Jon Dorenbos</b>	Grand Canyon Ballroom
10:45 a.m. - 11:30 a.m.	Board of Directors Closing Meeting	Wildflower Ballroom A & B
10:45 a.m. - 11:30 a.m.	Board of Directors & Past Presidents' Partners Tea	Wildflower Ballroom C

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