


NECA 2020 LIVE SCHEDULE

TUESDAY



All times in Eastern Time

Time	Trade Show Education	Education Huddles	Education Seminars	Education Seminars
10:00 AM-11:10 AM	General Session: Fireside Chat with David Long, NECA, and Lonnie Stephenson, IBEW A Lifetime of Work: Geary Higgins			
11:15 AM	Product Demo Eaton			
11:20 AM	The 3 C's: Connected, Content-Enabled and Construction— Trimble MEP Division	Margin or Markup: Why Does it Matter?— David O'Brien	The New Role of Data in Construction: Key Performance Indicators— Josh Bone & Amanda Harbison	How to Help and Serve Your Customers Now and Transition to Business Abnormal Later— Kelly McDonald
11:25 AM				
11:30 AM				
11:35 AM				
11:40 AM				
11:45 AM		How to Lead Virtually— David Meade		
11:50 AM	Product Demo Trimble			
11:55 AM	Safety Technology: Innovative Tools to Create a Safer Jobsite During COVID-19 and Beyond— United Rentals	Honoring Academy of Electrical Contracting Inducees	Diversity, Inclusion, Equity and Belonging: Understanding your Blind Spots— Maureen O'Brien	Improving Work/Life Balance— Alice Domar
12:00 PM				
12:05 PM				
12:10 PM				
12:15 PM				
12:20 PM				
12:25 PM	Product Demo McCormick Systems			
12:30 PM	Are You Compliant? Understanding and Designing Code Compliant Anchorage of Hangers and Braces— DEWALT	Risk Management Best Practices— Mark Federle		
12:35 PM				
12:40 PM				
12:45 PM				
12:50 PM				
12:55 PM				
1:00 PM-2:00 PM	Lunch: Bourbon and Chocolate, sponsored by Graybar			



SUPPORT

NECA will be standing by with a dedicated support team to answer any questions you have throughout NECA 2020 Live. Whether you're looking for a specific session or having problems getting where you need to be, the NECA team is ready to help you!

You can reach out via the Customer Service Desk within NECA 2020 Live, via email at live@necanet.org, or by phone at **(202) 991-6318**.

Support Hours

Monday, October 5	10:00 AM–5:00 PM ET
Tuesday, October 6	9:00 AM–6:30 PM ET
Wednesday, October 7	9:00 AM–6:00 PM ET
Thursday, October 8	9:00 AM–6:00 PM ET



2:00 PM	Becoming an Integrator in Wireless— Graybar	Strategies to Battle Perfectionism— Alice Domar	Industrialization of Construction: Signal or Noise? Threat or Promise?— Heather Moore & Meik Daneshgari	Building High Performing Teams— Alex Willis
2:05 PM				
2:10 PM				
2:15 PM				
2:20 PM				
2:25 PM		From the NECA LIVE Studio: Green Energy Challenge and Student Chapter of the Year Award Winners; Education—Pete Mastrococco		
2:30 PM	Product Demo WESTEX			
2:35 PM	Applying Technology for Construction Productivity— Milwaukee Tool		The Social Selling Imperative: Easy Hacks to Leverage LinkedIn— Sima Dahl	Top 25 NEC Changes in the 2020 Edition and The Impact on Contractors— Michael Johnston
2:40 PM				
2:45 PM				
2:50 PM				
2:55 PM		The Business Case for a Diverse Organization: Driving Profits through Diversity and Inclusion— Ronald Bailey		
3:00 PM				
3:05 PM	Product Demo ABB			
3:10 PM	Getting More Work During COVID-19: The Contactless Office Campaign— Powering Chicago		Work in Process: A Critical Metric to Your Financial Statements— David O'Brien	Policy and Politics in the 2020 Election Cycle— Trevor Falk & James Farrell
3:15 PM				
3:20 PM		Running Efficient Job Kickoff Meetings— Mark Federle		
3:25 PM				
3:30 PM				
3:35 PM				
3:40 PM	Product Demo Southwire			
3:45 PM	Which is Better: Compression or Mechanical Lugs?— ABB	Crafting Your Airplane Pitch— Sima Dahl		
3:50 PM				
3:55 PM				
4:00 PM				
4:05 PM		Adjusting Your Lens for Better Team Collaboration and Productivity— Alex Willis		
4:10 PM				
4:15 PM	Product Demo Labor Chart		Cultivating Connections as a Leader: Virtually or Face-to-Face— Debra Fine	The Skill of Concentration: How to Improve Your Focus— Parrish Taylor
4:20 PM	Keeping the “Line” of Communication— Milwaukee Tool			
4:25 PM				
4:30 PM		From the NECA LIVE Studio: A Message from Rep. Donald Norcross (D-NJ); Wednesday Preview		
4:35 PM				
4:40 PM				
4:45 PM				
4:50 PM	Product Demo Fluke			
4:55 PM	Product Demo Leviton			
5:00 PM	Play-to-Win Prize Drawings			
5:15 PM–6:45 PM	Opening Reception with the Milwaukee Tool Shed Band, sponsored by Milwaukee Tool			

WEDNESDAY



All times in Eastern Time

Time	Trade Show Education	Education Huddles	Education Seminars	Education Seminars
10:30 AM-11:10 AM	General Session: Victoria Arlen			
11:15 AM	Product Demo Schneider Electric			
11:20 AM	NECA Virtual Safety Corner with Milwaukee Tool— Michael Johnston, Wesley Wheeler, Raffi Elchemmas	Cultivating Connections: Making the Most of Conversation Opportunities— Debra Fine	Offsite Construction for the Small, Medium and Large Contractors Alike— Lonnie Cumpton	Diversity and Inclusion Starts at the Top: Embracing the Concept Before Implementing Your Plan— Maureen O'Brien
11:25 AM				
11:30 AM				
11:35 AM				
11:40 AM				
11:45 AM				
11:50 AM	Product Demo Milwaukee Tool	How to Sell Virtually— David Meade		
11:55 AM	High Voltage Safety— Greenlee			
12:00 PM				
12:05 PM			Keep the Conversation Going— Debra Fine	Antitrust Issues for Construction Contractors— Jeffery Tenenbaum & James Fagan
12:10 PM				
12:15 PM		From the NECA LIVE Studio: Project Excellence Awards; Excite—Traci Walker		
12:20 PM				
12:25 PM	Product Demo Davis Plug			
12:30 PM	How Digitalization and IoT Intelligence is Driving More Reliable Power Systems— Eaton			
12:35 PM				
12:40 PM		Achieving Your Greatest ROI— Matt Firestone		
12:45 PM				
12:50 PM				
12:55 PM				
1:00 PM-2:00 PM	Lunch: Cooking Demonstration with Chef George, sponsored by Rosendin Electric			

WOMEN IN NECA/FUTURE LEADERS

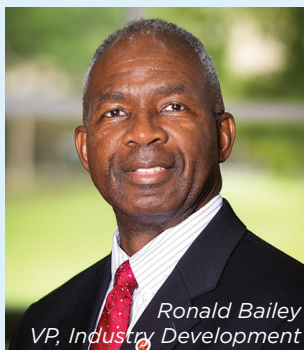
sponsored by Graybar

Wednesday, Oct. 7 • 4:15-4:55 PM Eastern

Followed by Virtual Happy Hour



David Long
NECA CEO



Ronald Bailey
VP, Industry Development

The Women in NECA and Future Leaders virtual meeting will focus on diversity and inclusion. Join us for a panel discussion featuring NECA CEO David Long and Vice President of Industry Development Ronald Bailey as they talk about NECA's mission, vision and goals for diversity and inclusion. All members of the WIN and Future Leaders groups and NECA 2020 LIVE attendees are invited to join the discussion, which is followed by a virtual happy hour, sponsored by Graybar.



2:00 PM	Break into Prefab & Digitized Procurement without BIM or Upfront Costs— Graybar	The Value of Speaking Up— Alex Willis	Robots in Construction: Current Use and Outlook for the Future— Lonny Simonian	Influential Communication— Sima Dahl
2:05 PM				
2:10 PM				
2:15 PM				
2:20 PM				
2:25 PM				
2:30 PM	Product Demo iTool	From the NECA LIVE Studio: NECAPAC Update— Jessica Cardenas		
2:35 PM	Creative Payment Solutions in Unique Times— Paymentus			
2:40 PM				
2:45 PM		Selling Internally: Strategies to Reduce or Eliminate Taxes— Joe Bazzano	Difficult Conversations for Field Leaders: A Panel Discussion— Wanessa Alves, Ronald Bailey, Larry Beltramo, Maureen O'Brien, Alex Willis	Utility Expectations for Outside Line Contractors: Training, Safety and Leadership— Jody Shea, Moderator
2:50 PM				
2:55 PM				
3:00 PM				
3:05 PM	Product Demo McCormick Systems			
3:10 PM	Estate Planning: Why Now is More Important Than Ever— Federated Insurance			
3:15 PM		How to Step Up and Lead Now— Kelly McDonald		
3:20 PM				
3:25 PM				
3:30 PM				
3:35 PM				
3:40 PM	Product Demo Graybar	One Size Doesn't Fit All— Matt Firestone	Mining Your Own Business to Cross-Sell Your Existing Customers— Sean Samson	Psychology of Persuasion— David Meade
3:45 PM	Why Intelligent Systems are the Next Chapter of ConTech for Electrical Contractors— Procore			
3:50 PM				
3:55 PM				
4:00 PM				
4:05 PM		Anger Management In the Workplace— Alex Willis		
4:10 PM				
4:15 PM	Product Demo ABB		Get Paid More for Your Change Orders— Matt Firestone & Jim Johannemann	Women in NECA and Future Leaders Virtual Meeting
4:20 PM	VFD Cables: Essential or Overkill— Southwire			
4:25 PM		From the NECA LIVE Studio: Daily Wrap Up; Expand—Kevin Tighe; Thursday Preview		
4:30 PM				
4:35 PM				
4:40 PM				
4:45 PM				
4:50 PM	Product Demo FSR			
4:55 PM	Product Demo Greenlee			
5:00 PM	Play-to-Win Prize Drawings			
5:15 PM–6:15 PM	WIN/FL Virtual Happy Hour, sponsored by Graybar			

THURSDAY



All times in Eastern Time

Time	Trade Show Education	Education Huddles	Education Seminars	Education Seminars
10:30 AM-11:10 AM	General Session: Dr. Nadja West			
11:15 AM	Product Demo Trimble			
11:20 AM	Using 3D Capture for Remote Inspections—Trimble	Coping With The Difficult People In Your Life—Alice Domar	Risk, Liability, Current Issues & Practical Tips for Contracts—Tamara McNulty	Managing People for Results—Alex Willis
11:25 AM				
11:30 AM				
11:35 AM				
11:40 AM				
11:45 AM		Submittals Best Practices—Mark Federle		
11:50 AM	Product Demo Regal / Telesteps			
11:55 AM	Arc Flash Safety: Building Organizational Resilience and Best PPE Practices—Westex		Mitigating Bias on the Jobsite—Alex Willis	Hands On Relaxation Experiential Exercises—Alice Domar
12:00 PM				
12:05 PM				
12:10 PM				
12:15 PM		NECA Awards & ELECTRI International Update		
12:20 PM				
12:25 PM	Product Demo Eaton			
12:30 PM	How COVID-19 is Impacting the Real Estate Market—National Real Estate Advisors			
12:35 PM				
12:40 PM		Three Common Buy Sell Agreements Traps—Joseph Bazzano		
12:45 PM				
12:50 PM				
12:55 PM				
1:00 PM-2:00 PM	Lunch: NECA 2021 Nashville Kickoff, sponsored by eSub			



sponsored by



PRODUCT DEMONSTRATIONS

Be sure to check out the product demonstrations. These demos provide a great chance to learn about how these products and services can be applied on your jobs!

Participating companies include:

- 3M
- ABB
- Connecticut Electric
- Eaton
- Fluke
- FSB
- Graybar
- Greenlee
- iTool
- Labor Chart
- Legrand
- Leviton
- McCormick Systems
- Milwaukee Tool
- Regal/Telesteps
- Schneider Electric
- Southwire
- Trimble MEP
- Trimble SysQue
- Ugly's Electrical Reference
- United Rentals
- Westex



2:00 PM	How Service Can Legacy Contractor Value— ServiceTitan	Power of Culture to Change Human Behavior— Gustavo Grodnitzky	Business Growth Bottlenecks— Matt Firestone & Mike Sophir	Pandemics and Productivity: Quantifying the Impact— Mark Federle, Dan Doyon, Michael McLin
2:05 PM				
2:10 PM				
2:15 PM				
2:20 PM				
2:25 PM		From the NECA LIVE Studio: Safety Ambassador Award sponsored by Milwaukee Tool; Engage—Marco Giamberardino		
2:30 PM	Product Demo 3M			
2:35 PM	Evolution of the Industry—Transform Industry Challenges into Profitable Opportunities— Schneider Electric		Data Privacy and Cybersecurity Mandates and Best Practices— Matt Ruck, David Warner, James Fagan	OSHA Regulatory Update— Wesley Wheeler
2:40 PM				
2:45 PM				
2:50 PM				
2:55 PM				
3:00 PM		Body Language— David Meade		
3:05 PM	Product Demo Connecticut Electric			
3:10 PM	Accelerating Digital Transformation: Industry Forces and Insights Through the COVID-19 Pandemic— GoCanvas			
3:15 PM				
3:20 PM		Field Leader Succession: Developing a Plan to Fill Your Key Field Leadership Positions—Nic Bittle		
3:25 PM				
3:30 PM				
3:35 PM			Staying Ahead of Claims—Mark Federle	Turning Managers into Leaders—Gustavo Grodnitzky
3:40 PM	Product Demo Ugly's Electrical Reference	Discrimination and Harassment Mandates and Compliance Concerns for Employers— James Fagan		
3:45 PM	The Importance of Strategic Business Planning— 3M			
3:50 PM				
3:55 PM				
4:00 PM				
4:05 PM			The Digital Toolbelt: Technology for the Outside Utility Contractor— Josh Bone and Michael Parkes	Communication in Troubled Times— Nic Bittle
4:10 PM		How to Increase the Value of Your Electrical Business—Joe Bazzano		
4:15 PM	Product Demo Leviton			
4:20 PM	Breaking to Silos Between Design, Fabrication and Procurement— Sanveo			
4:25 PM				
4:30 PM		From the NECA LIVE Studio: Entertain—Beth Ellis; NECA 2020 LIVE Wrap Up		
4:35 PM				
4:40 PM				
4:45 PM				
4:50 PM	Product Demo Legrand			
4:55 PM	Product Demo United Rentals			
5:00 PM	Play-to-Win and Grand Prize Drawings			
5:15 PM–6:15 PM	Closing Celebration: Second City			