

2005 NAWLA Management School Schedule

Saturday, February 26, 2005

Student Travel Day

Sunday, February 27

8:00 – 9:00 a.m. Breakfast Buffet, Introductions and Announcements

9:00 – 12:00 p.m. *Improving the Bottom Line*; Dr. Al Bates, Profit Planning Group

Learning Objectives:

1. How to identify the proper priorities for profit variables
2. Determining reasonable targets for maximum improvements
3. Planning profit first

12:00 – 1:00 p.m. Lunch

1:00 – 5:00 p.m. *Growing Profitably*; Dr. Al Bates, Profit Planning Group

Learning Objectives:

1. Realistic growth
2. Inventory management
3. Accounts receivable management
4. Cash strategies
5. Question and Answer Session

Dinner on own

Monday, February 28

7:30 – 8:00 a.m. Breakfast Buffet

8:00 – 12:00 p.m. *Effective Operations Management*; Rick Johnson of Indian River Consulting Group

Learning Objectives:

1. Managing the functions of lumber distribution
2. Developing measurement systems
3. Reducing costs, Improving services

12:00 – 1:00 p.m. Lunch

1:00 – 5:00 p.m. *Leading Edge for Lumber Distribution*; Rick Johnson of Indian River Consulting Group

Learning Objectives:

1. Future scenario(s) for the wholesale lumber industry
2. Your action plan – creating change in your organization
3. Question and Answer Session

Dinner on own

Tuesday, March 1

7:30 – 8:00 a.m. Breakfast Buffet

8:15 a.m. – 12:00 p.m. *Leadership for Success*; Ron Wolff of Caliper Human Resources

Learning Objectives:

1. Major skills necessary for successful management
2. Four reasons for organizational performance problems
3. Leadership models contributing to improved productivity
4. Determining subordinates' willingness and ability

12:00 – 1:00 p.m. Lunch

1:00 – 5:00 p.m. *Effective Delegation and Management*; Ron Wolff of Caliper Human Resources

Learning Objectives:

1. Concepts and principles of effective delegation
2. Benefits and barriers to effective delegation
3. Critical skills to effectively delegating a task
4. Identifying systems to prevent loss of control
5. Question and Answer Session

Dinner on own

(contd. on next page)



Wednesday, March 2

7:30 – 8:00 a.m.

Breakfast Buffet

8:00 – 9:00 a.m.

Human Resources: Employment Law & Practices, Neil Kuenn

9:00 – 12:00 p.m.

Distribution Channel Panel - Speakers to include representatives from a prominent industry retailer, wholesaler and manufacturer

10:00 – 10:15 a.m.

Break

12:00 – 1:00 p.m.

Graduation Luncheon, course concludes, completion certificates presented

Presenters

Dr. Al Bates, Profit Planning Group--As President of Profit Planning Group, a research and educational firm, Al has developed an international practice in the area of financial planning. He makes more than 100 presentations each year on topics related to financial planning and marketing. He has written extensively in both the professional and trade press, including the *Harvard Business Review*, the *California Management Review* and *Business Horizons*.

Rick Johnson, Indian River Consulting Group--Rick is Principal and Managing Partner of Indian River Consulting Group, a consulting firm specializing in helping wholesaler distributors maintain their competitive advantage. Rick has 30 years of experience in distribution, including sales, operations, marketing, strategic planning, production, finance, organizational development and communications. Rick has published articles in such trade publications as the *NAW Smart Brief*, *Modern Distribution Management*, and *American Metal Market*.

Neil J. Kuenn, Keeley, Kuenn & Reid--Neil J. Kuenn is a partner with the law firm of KEELEY, KUENN & REID, practicing in the areas of corporate law, antitrust and trade association law, employment law and regulatory matters. Having spent five years in the finance department of a large chemical manufacturer, he utilizes this experience and his legal expertise to assist trade associations and corporate clients with a wide range of strategies to grow and prosper in our increasingly complex and litigious environment. Mr. Kuenn has written numerous articles on topics such as antitrust compliance, employment law, strategic alliances, and other business related matters. He has been a frequent presenter at many association meetings.

Ron Wolff, Caliper Human Resources--Ron Wolff is senior vice president, New Business Acquisition for Caliper Human Resources, based in Princeton, NJ. Caliper has over 40 years of experience helping organizations match people goals to business goals. Caliper is able to maximize client's ability to achieve business results by delivering initiatives that help to select, manage and develop people. Incorporating the Caliper Profile, the company's proprietary instrument, this proven approach has helped more than 25,000 companies define the skills, competencies and strategies necessary for achieving corporate goals and objectives.

What Past Attendees Have Said..

"Excellent, entertaining and informative."

"Very self-evaluating. This is my first year as part of our management team and I am at the first level at the low end of the management team, so the school covered all the things I'm dealing with now."

"Excellent content and relevance, clearly presented."

"Very clear cut and informative. Put in very simplistic form. Many good issues were presented on how I can become a better leader - management is far more complex than I imagined and this course has me well prepared for the learning curve I am currently facing."

"Excellent, no nonsense content delivery. Covered a lot of material in an efficient manner."

NAWLA Management School

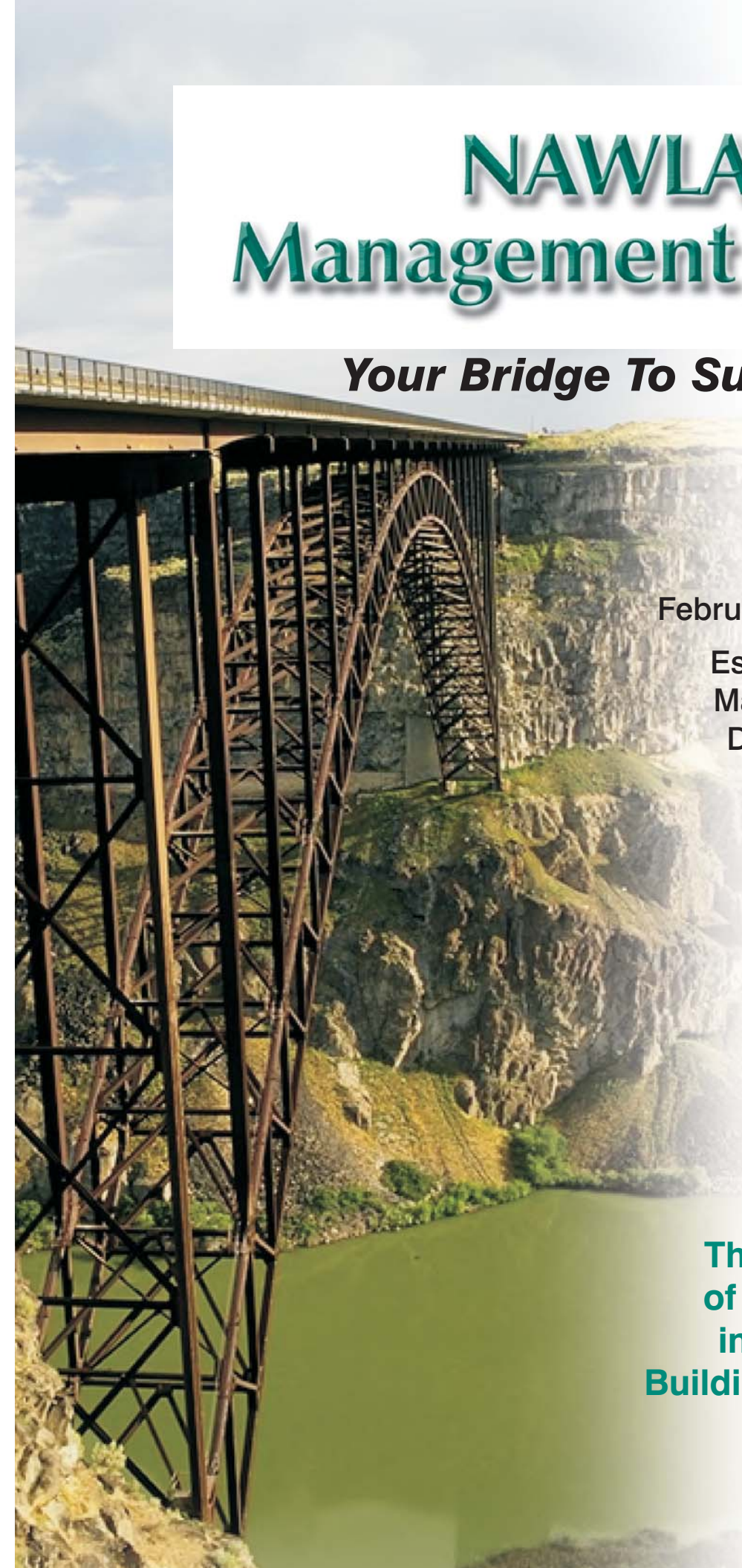
Your Bridge To Success!

February 27 - March 2, 2005

Esplanade Executive
Management Center
Downers Grove, IL



**NAWLA -
The Global Network
of Channel Partners
in the Lumber and
Building Materials Industry**



NAWLA Management School

The NAWLA Management School features a carefully selected team of the best and brightest distribution experts in the field today. The Management School is designed by NAWLA members, and the curriculum is reviewed annually with the intent to promote a contemporary business climate among attendees. The school is designed for those people in the wholesale lumber and building materials industry who are at the management level within their respective firms, or those who will be in the near future. **This is an excellent training opportunity. Don't let it slip away. Register one or more of your management team today!** Tuition is \$2,295 for NAWLA member companies and \$2,795 for non-member companies. Tuition includes daily breakfast, lunch, breaks, graduation luncheon and course materials.

Where

The Esplanade Executive Management Center is adjacent to and connected by a climate controlled walkway to the Double Tree Guest Suites Hotel in Downers Grove, IL. The center is conveniently located at 2111 Butterfield Road; near the intersection of Interstate 88 (East-West Tollway) and Interstate 355 (North-South Tollway).

Air Transportation

The Double Tree is approximately 1/2 hour from both Chicago's O'Hare and Midway Airports, making the location conveniently accessible for all attendees. Visit www.flychicago.com for more information on O'Hare and Midway Airports.

Ground Transportation

Ground transportation between Chicago's O'Hare and Midway Airports and the Double Tree Suites in Downers Grove is approximately \$25 for cabfare and \$30 for limousine service each way.

Double Tree Suites

Accommodations and room charges are the responsibility of the attendee and are not included in the course registration fee. Suites are \$119 a night with 10.5% sales tax. A block of suites has been made available through NAWLA. When making reservations, indicate that you are with the NAWLA group. Suite reservations can be made by calling the hotel directly at **(630) 971-2000** or by using Double Tree's toll-free reservation number at **(800) 222-TREE (8733)**.



Local Attractions

The Double Tree Guest Suites is conveniently located near downtown Downers Grove and downtown Oak Brook, IL. Both areas offer a wide variety of attractions, including several restaurants, pubs, shops and retail stores. For the shopper, Oak Brook Shopping Mall and Yorktown Shopping Center are also within a few miles of the Double Tree. Don't forget that downtown Chicago is also just a short half hour drive to the east. **Scheduled complimentary shuttle is available to local businesses and attractions.**



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