



Wednesday, October 23 (5 pm) ~ Friday, October 25 (2 pm), 2024
Embassy Suites by Hilton Charlotte/Concord Golf Resort & Spa
5400 John Q Hammonds Dr NW ~ Concord, NC ~ 28027

ITINERARY

Tuesday: 10/22 @ 4:00 ~ 7:00 pm
Optional Pre-Game Tour

ALTENDORF GROUP, located at 319 Oates Road, Suite C, Mooresville, NC 28117 (704-360-4119), north of Charlotte, -or-

SALICE AMERICA, located at 2123 Crown Center Drive, Charlotte, NC 28227 (704-841-7810) in Mathews, NC, south of Charlotte, are providing pre-Summit tours of their showroom facilities on Tuesday afternoon, prior to the Summit.

Wednesday: 10/23 @ 9:00 am & 11:30 am
Optional/Limited Pre-Game Tour

EGGER Wood Products, located in Lexington, NC, northeast of Charlotte, is providing a limited (two busloads of 55 Summiteers each) tour of its Design Center and melamine manufacturing facility. Transportation from the Embassy Suites Hotel is arranged (NO personal vehicles without permission). Safety exam required.

Wednesday: 10/23 @ 5:30 pm ~ 9:00 pm
Pre-Summit Networking

Vendorama Meet, Greet, & Eat Happy Hour(s) in the Charlotte/Concord Embassy Suites Ballroom and Foyer. An informal networking gathering of Summiteers, sponsored by our great supporting Vendors/Suppliers of closet industry products and services.

Thursday: 10/24 @ 6:00am ~ 4:45pm
Summit Conference Events Begin

6:00am ~ 8:45am: Networking breakfast buffet in the Embassy Atrium and **Vendorama** exhibits throughout the Ballroom and Foyer

8:45am ~ 9:30am: Welcome, rules of engagement, and opening remarks

9:30am ~ 12:30pm: Concurrent **Closet University**

Seminars/Presentations/Q&A including: Sales and Design, LEAN Manufacturing, Marketing and SEO, Lighting, and more

9:30am ~ 12:30pm: Concurrent **Round Table** discussion groups (topics in CU syllabus) including confidential non-compete SEALS Teams #1, #2, and #3

12:15pm ~ 2:00pm: Networking luncheon buffet and **Vendorama** exhibits throughout the Ballroom and Foyer.

2:00pm ~ 3:45pm: Concurrent Closet University Seminar/Presentations/Q&A including: Installation Jubilation, Business by the Numbers, Trending in Closets, LEAN

2:00pm ~ 3:45pm: Concurrent Round Table discussions including SEALS Teams #4 and #5

4:15pm ~ 5:30pm: Load buses for networking travel to Storage Solutions Manufacturing and Element-Designs for **tours** of their showrooms and manufacturing facilities.

5:30pm ~ 6:30pm: **Tour** Storage Solutions Manufacturing, 563 Linkwood Road, Rock Hill, SC 29730 and The Closet Rehab.

6:45pm ~ 8:45pm: **Tour** Element-Design's showroom and manufacturing facility, 7107 Logistics Lane, Fort Mill, SC 29715, then feast on southern BBQ and bet on the National Championship Belt Sander Races.

Friday: 10/25 @ 6:00am ~ 2:00pm
Summit Conference Events Continue

6:00am ~ 9:00am: Networking breakfast buffet in the Embassy Suites Atrium and **Vendorama** exhibits throughout the Ballroom and Foyer

9:00am ~ 1:00pm: Four business building **Closet University** presentations with Q&A in the Main Ballroom:

Covering Your Ass(ets): Greenberg Traurig, LLP Attorney Timothy Butler, experienced in closet industry litigation, discusses client contracts, (un)fair trade practices, violations of trademarks and copyrights, employer/employee relations issues, avoiding legal pitfalls.

Check-listing Your Way To 'One and Done': Mozaik Software trainer and We-Do-Closets Owner Dave Skinner covers the importance of utilizing checklists for every aspect of your operation. If you're not utilizing these, you are not running efficiently.

LEAN On Me: CIA Facebook contributor super-star The Closet-Doctor Derrek Holland, aka The LEAN Manic, teaches us to transform our businesses into operational excellence by focusing on efficiency, productivity, and waste reduction. Experience an overview of LEAN from inquiry to installation. **The Doctor is IN.**

Magic Numbers: Actually, there is no Magic when it comes to your business' numbers. However, Magic can happen when you know how to look and how to decide where to look. If you don't know your numbers, you don't know your business. This presentation is a series of Excel Spreadsheets looking at multiple areas of your company.

1:00pm ~ 2:00pm: Final networking lunch, final **Vendorama** and we kiss you goodbye until next year's Summit in ?