



Charlotte Closet Summit Conference & Vendor Expo  
Embassy Suites by Hilton Charlotte/Concord Golf Resort & Spa  
October 23<sup>rd</sup> (5pm) ~ October 25<sup>th</sup> (2pm), 2024

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

*Altendorf Group*, located in nearby Mooresville, NC, north of Charlotte, and

*Salice America* located in nearby Mathews, NC, south of Charlotte, are providing pre-Summit tours of their showroom facilities on Tuesday afternoon, prior to the Summit.

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

EGGER Wood Products, located in Lexington, NC, northeast of Charlotte, is providing a limited (two buss-loads of 50 Summiteers each) tour of its Design Center and melamine manufacturing facility. Transportation from the Embassy Suites hotel is arranged (NO personal vehicles permitted). Safety exam required.

**Wednesday: 10/23 @ 5:30pm ~ 9:00pm: Summit Conference 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 @ 6:30am ~ 4:45pm: Summit Conference Events Begin**

**6:30am ~ 9:00am:** Networking breakfast buffet and Vendorama exhibits throughout the Ballroom and Foyer

**9:00am ~ 9:30am:** Welcome and opening remarks

**9:30am-12:30pm:** Six concurrent Closet University Seminar/Presentations/Q&A including: Sales and Design, LEAN Manufacturing, Marketing and SEO, Lighting Enlightening

**9:30am ~ 12:30pm:** Seven separate Round Table discussion groups (topics to be announced) including confidential non-compete SEALS Teams #1, #2, #3, #4.

**12:30pm ~ 2:00pm:** Networking lunch buffet and Vendorama exhibits throughout the Ballroom and Foyer.

**2:00pm ~ 4:30pm:** Six concurrent Closet University Seminar/Presentations/Q&A including: Installation Jubilation, Business by the Numbers, Trending in Closets

**2:00pm ~ 4:30pm:** Seven separate Round Table discussion groups including SEALS Teams #5, #6, #7, #8.

**4:45pm ~ 5:30pm:** Load buses for networking travel to Storage Solutions Manufacturing and Element-Designs for tour of their showrooms and manufacturing facilities.

**5:30pm - 6:30pm:** Tour Storage Solutions Manufacturing and The Closet Rehab.

**6:45pm ~ 8:45pm:** Tour Element-Design's showroom and manufacturing facility, then feast on southern BBQ and bet on the National Championship Belt Sander Races and the all new Installer Tape Measure Marathon.

### **Friday: 10/25 @ 6:30am ~ 2:00pm: Summit Conference Events Continue**

**6:30am ~ 9:00am:** Networking breakfast buffet 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.

***Checklisting 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 Maniac, teaches us to transform our businesses into operational excellence by focusing on efficiency, productivity and reducing waste. Experience an overview of LEAN from inquiry to installation. ***The Doctor is IN.***

***Are You Charging Enough?*** SCE Closet Industry Guru Tim Coleman demonstrates how, 'If you don't know your numbers, you don't know your business.' What are your '***Magic***' numbers and how analyzing them can make or break your closet business.

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

**Disclaimer: The Summit and The CIA can't be held responsible for your brains falling out due to information overload.**