



Location: Westshore Grand Hotel

Date: Nov. 10-12, 2022

EXECUTIVES

Building Opportunities Summit Agenda

Working together to define, professionalize, and grow the home access industry.

Thursday, Nov. 10, 2022

5 – 7 p.m. Welcome Reception with light hors d'oeuvres
Vendor preview Grand Foyer

Friday, Nov. 11, 2022

7:30 – 8:30 a.m. CONTINENTAL BREAKFAST Grand Foyer

8:30– 9:30 a.m. Industry update Bayshore Ballroom III
Jim Greatorex, VP, VGM Live at Home
Opening remarks
The Future of Home Access Is Now

9:30 – 10:20 a.m. Successful Marketing isn't Magic – Learn How to
Utilize Inexpensive Tactics to Build Your Business Bayshore Ballroom III
Steve Dawson, Harmar CEO

10:20 – 10:30 a.m. BREAK

10:30 – 11:30 a.m. Introduction and Discussion – Apprenticeship Program Bayshore Ballroom III
Rob Leonard, Director, Build Smart Institute

11:30 a.m. – Noon Workman's Compensation Market –
Update and Tips for Success Bayshore Ballroom III
Jill Fauver, Operations Manager VGM HOMELINK

Noon – 1 p.m. LUNCH Grand Foyer

1 – 2:30 p.m. Retail Sales Training Program for Home Accessibility Bayshore Ballroom III
Jim Bland, CEO, Seniors Home Services

2:30 – 3 p.m. BREAK

3 – 4 p.m. Home Accessibility Trends Bayshore Ballroom III
Industry Leaders

4 – 6:30 p.m. EXHIBIT HALL Bayshore Ballroom I & II

7 – 9 p.m. Banquet Dinner and Recognition Bayshore Ballroom III

9 – 10 p.m. America's Funniest Magician Bayshore Ballroom III
DeWayne Hill



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Saturday, Nov. 12, 2022

7:30 – 8:30 a.m.	CONTINENTAL BREAKFAST	Grand Foyer
8:30 – 9:30 a.m.	Residential Elevators – Understanding the Market and How to Enter <i>Dylan McConville, Sales Manager North America, Pollack Residential Elevators Bill Bohmbach, President, Home Healthsmith</i>	Bayshore Ballroom III
9:30 – 10:30 a.m.	White Paper Presentation – Best Practices For Collaboration with Clinical Specialists and Home Access Professionals When Should a Clinical Home Evaluation Be Done? <i>Cindi Petito, Owner, CHAS VGM Live at Home Members</i>	Bayshore Ballroom III
10:30 – 10:45 a.m.	BREAK	
10:45 a.m. – Noon	Panel Discussion – Building a Profitable Revenue Stream with Overhead Lifts <i>James Philpot, Regional Manager, Span/Savaria</i>	Bayshore Ballroom III
Noon – 1 p.m.	LUNCH	Grand Foyer
1 – 2 p.m.	Using Different Perspectives for Home Access Success <i>Nina Creech, Senior Vice President, Whole Home Innovation Center</i>	Bayshore Ballroom III
2 – 4 p.m.	Roundtable Discussion <i>Industry Leaders</i>	Bayshore Ballroom III

Pick 4 topics when you register:

1. Growing Revenue in the Commercial Ramp Market – EZ Access Team
2. Best Practices for Success with VPLs – Harmar Team
3. Key Elements in an Efficient Bathroom Remodel Program – Bestbath Team
4. Workman’s Comp – What Successful Contractors Do – Jill Fauver, HOMELINK Home Modification and Vehicle Lifts
5. Successful Digital Marketing Tactics – VGM Forbin – Mike Foti
6. Home Access Federal Legislation – How it Works, the Impact, and What Can We Do – Jim Greatorex and an Industry Leader
7. Discussion on Home Access Pain Points – Supply Chain Issues, Staffing, Inflation
8. Financing Options for Home Access – AAG and an Industry Leader