



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
Registration Times Thursday 11 a.m. – 5 p.m

Friday, Nov. 11, 2022

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

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, Harnar 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
Atrium

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

2:30 – 2:45 p.m. BREAK

3:15 – 4 p.m. Market Trends
Bayshore Ballroom III
Moderator: Nathan Coburn, Division VP Central US, Lifeway Mobility
Panelist:
Darren Corcoran, COO, Vets Access
Jim Bland, CEO, Seniors Home Services
Robert Gurinowitsch, NE Region Manager Bestbath
Dan Radacosky, Region VP of Sales West region

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

7 – 9 p.m. Banquet Dinner and Recognition
Atrium

9 – 10 p.m. America’s Funniest Magician
Bayshore Ballroom III
DeWayne Hill Voted Best Entertainer, Best Magician, and Runner-Up for Best Stand-Up Comedian



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Building Opportunities Summit Agenda continued..

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,</i> <i>Pollack Residential Elevators</i> <i>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</i> <i>VGM Live at Home Members</i>	Bayshore Ballroom III
10:30 – 10:45 a.m.	BREAK	
10:45 a.m. – Noon	Building a Profitable Revenue Stream with Overhead Lifts <i>Moderator: Debra Cohn SE Regional Manager Span</i> <i>Panelist:</i> <i>Vince Pelose, CEO, Emeritus Access to Independence</i> <i>Dan Corcoran, Facilities Manager Vets Access</i> <i>Mike Wienecke, National Service Manager Adult Products ETAC</i>	Bayshore Ballroom III
Noon – 1 p.m.	LUNCH	Atrium
1 – 2 p.m.	Using Different Perspectives for Home Access Success <i>Nina Creech, Senior Vice President,</i> <i>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 State and Federal Legislation – How it Works, the Impact, and What Can We Do – Jim Greatorex and an Industry Leader
7. Discussion on Home Access Challenges – Supply Chain Issues, Staffing, Inflation
8. Financing Options for Home Access – AAG and an Industry Leader