

HPBExpo25 Education Session NFI CEU List

Thursday, March 27					
	Course	Location	Instructor	CEUs	Track
10:30 AM - 11:30 AM	Train Your Customer, Eliminate Call Backs	Exhibit Hall Classroom #2	Mike Segerstrom & Bill Ryan	1 Technical	Technical
11:50 AM - 12:50 PM	Electricity & Electronics in Gas Hearth Appliances, Part 1	Exhibit Hall Classroom #1	Tom Parks, Coast Road Online	1 Technical	Technical
11:50 AM - 12:50 PM	Outdoor Firepits, Fireplaces & Heaters - Planning, Safety, Design	Exhibit Hall Classroom #2	Joan Nutting, Maschino's	1 Technical	All Audiences
1:10 PM - 2:10 PM	Electricity & Electronics in Gas Hearth Appliances, Part 2	Exhibit Hall Classroom #1	Tom Parks, Coast Road Online	1 Technical	Technical
2:30 PM - 3:30 PM	5 Steps to Increase Showroom Success	Exhibit Hall Classroom #1	Deb Hannig	1 Elective	Business
2:30 PM - 3:30 PM	Winning with Outdoor Fire	Outdoor Burn Classroom	Monica Turner	1 Elective	All Audiences
3:50 PM - 4:50 PM	Building a Training Program for New Salespeople	Exhibit Hall Classroom #1	Tim Reed, Reed Marketing LLC	1 Elective	Business
3:50 PM - 4:50 PM	Alternatives to Wood-Burning Rip and Replace	Exhibit Hall Classroom #2	Mike Segerstrom and Bill Ryan	1 Technical	Technical
3:50 PM - 4:50 PM	BBQ 101 – Live Demonstration	Outdoor Burn Classroom	Tim Cummings, Empire Comfort	1 Elective	All Audiences

Friday, March 28					
	Course	Location	Instructor	CEUs	Track
10:30 AM - 11:30 AM	Pyrolysis	Outdoor Burn Classroom	Russ Dimmitt, Lindemann Chimney	1 Technical	Technical
10:30 AM - 11:30 AM	Getting the Most from Your Customer Communication: The Power of Human-Centered AI to Close More Sales	Exhibit Hall Classroom #2	Taylor Hill & Carter Harkins, Future Now Marketing	1 Elective	Business
10:30 AM - 11:30 AM	Loss Prevention, Part 1	Exhibit Hall Classroom #1	Dale & Jacob Feb, F.I.R.E. Associates	1 SHL	All Audiences
11:50 AM - 12:50 PM	Loss Prevention, Part 2	Exhibit Hall Classroom #1	Dale & Jacob Feb, F.I.R.E. Associates	1 SHL	All Audiences
11:50 AM - 12:50 PM	Electric Fireplaces Panel	Exhibit Hall Classroom #2	TBD		All Audiences
11:50 AM - 12:50 PM	OSHA Agreement for the Chimney Service Industry	Outdoor Burn Classroom	Bob Ferrari, NCSG	1 SHL	Technical
1:10 PM - 2:10 PM	Gas Piping Materials	Exhibit Hall Classroom #1	Chris Wolfe & Ray Murray	1 Technical	Technical
1:10 PM - 2:10 PM	Providing Great Customer Service...In the Trenches	Exhibit Hall Classroom #2	Bill Kinnard	1 Elective	All Audiences
2:30 PM - 3:30 PM	Tax Credits, Building Codes, & Product Certificates: Policy that Impacts Your Sales	Exhibit Hall Classroom #1	HPBA Gov't Affairs Dept.	1 Technical	All Audiences
2:30 PM - 3:30 PM	The Recipe to Reading Blueprints	Exhibit Hall Classroom #2	Tag Gilkeson		All Audiences
2:30 PM - 3:30 PM	Ignite & Excel - Unlock the Secrets to Efficient Heating with Pellet Appliances	Outdoor Burn Classroom	Roy Dilliplane	1 Technical	Technical
3:50 PM - 4:50 PM	UL 1390/UL 1391 Insert Standard	Exhibit Hall Classroom #1	Eric Adair, HPBA	1 Technical	All Audiences
3:50 PM - 4:50 PM	10 Keys to the Successful Hearth Professional	Exhibit Hall Classroom #2	Bill Kinnard	1 Elective	Business
3:50 PM - 4:50 PM	How to Perform a Proper Woodburning appliance Service Call	Outdoor Burn Classroom	Dan Freeman	1 Technical	Technical

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Saturday, March 29					
	Course	Location	Instructor	CEUs	Track
10:15 AM - 11:15 AM	Strategies to Win in a Changing Economy	Exhibit Hall Classroom #1	Tom Shay	1.5 Elective	Business
10:15 AM - 11:15 AM	Making Your Business a Bigger Part of the Next Phase of Your Life, Part 1	Exhibit Hall Classroom #2	Brian Noe, Osaic Wealth, Inc.	1 Elective	Business
11:30 AM - 12:30 PM	Making Your Business a Bigger Part of the Next Phase of Your Life, Part 2	Exhibit Hall Classroom #2	Brian Noe, Osaic Wealth, Inc.	1 Elective	Business
11:30 AM - 12:30 PM	Creating a Culture of Sales Practice	Exhibit Hall Classroom #1	Tim Reed, Reed Marketing, LLC	1 Elective	All Audiences
12:45 PM - 1:45 PM	Make Up Air	Exhibit Hall Classroom #1	Russ Dimmett, Lindemann Chimney	1 Technical	Technical
12:45 PM - 1:45 PM	The Office of the Future is Here: How Modern Businesses are Leveraging AI & Automation to Win More Customers and Bigger Profits	Exhibit Hall Classroom #2	Taylor Hill & Carter Harkins, Future Now Marketing	1 Elective	Business
2 PM - 3 PM	If General Patton Ran Your Business	Exhibit Hall Classroom #2	Tom Shay	1 Elective	Business